

Thatcher statement as Kuwait convoy hoists Stars and Stripes

Britain ready to put its flag on Gulf ships

● Mrs Thatcher made it clear yesterday that Britain had no political objections to foreign ships registering to fly the British flag in the Gulf

● Talks with Kuwait on reflagging took place in London yesterday but no formal applications have been made

● The American flag went up on two Kuwaiti tankers as US warships stood by to escort the first convoy up the Gulf

● The UN Secretary-General was under growing pressure to mount a special mission to arrange a ceasefire between Iran and Iraq (Page 8)

By Philip Webster, Chief Political Correspondent

The Prime Minister yesterday opened the way to a deeper British involvement in the Gulf crisis when she made it clear there were no political objections to foreign ships registering to fly the British flag.

The Kuwaitis yesterday asked the British Government to follow the American example by allowing them to reflag with the Red Ensign and thus gain Royal Navy protection as they sailed through the Gulf.

Both Mrs Thatcher and Sir Geoffrey Howe, the Foreign Secretary, said the applications from Kuwait and other

countries for registration would be considered individually in the usual way.

Decisions on registration or re-registration would be taken purely on commercial and procedural grounds and not involve a formal decision by the Government, Sir Geoffrey told the House of Commons.

Mrs Thatcher had been repeatedly challenged by Mr Neil Kinnock, the Labour

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leader, to undertake that only British ships would be allowed to fly the British flag.

Mrs Thatcher told him that, if other ships applied to fly the British flag, each application would be considered individually. But she emphasized that the Royal Navy had a duty to protect ships flying the British flag.

The Government's position was giving rise to concern on both sides of the Commons last night.

Mr Kinnock called on her to clarify her statements. The Government's policy up to now of maintaining a "non-provocative, low-profile" presence had been the most sensible course, he said. "It should not be changed by any form of re-flag policy."

It became clear last night that foreign ships applying to the Department of Transport for British registration can swiftly get it.

Although they have to comply with stringent British safety standards, if they are already in possession of a valid certificate from another country they are given six months' grace in which to be surveyed and get the British certificate.

Foreign Office sources were last night playing down the likelihood of a rush of applications for British registration. It was pointed out that Britain's Armilla patrol of four ships only operated as far north as Bahrain — and so fell short of

offering complete protection.

But Conservative MPs were saying that the Government could, if it had wanted, have taken a political decision to prevent registrations in the present circumstances. The conclusion among them was that the Government wanted to be seen lining up firmly with the Americans in safeguarding the principle of freedom of navigation and not standing in the way of giving protection.

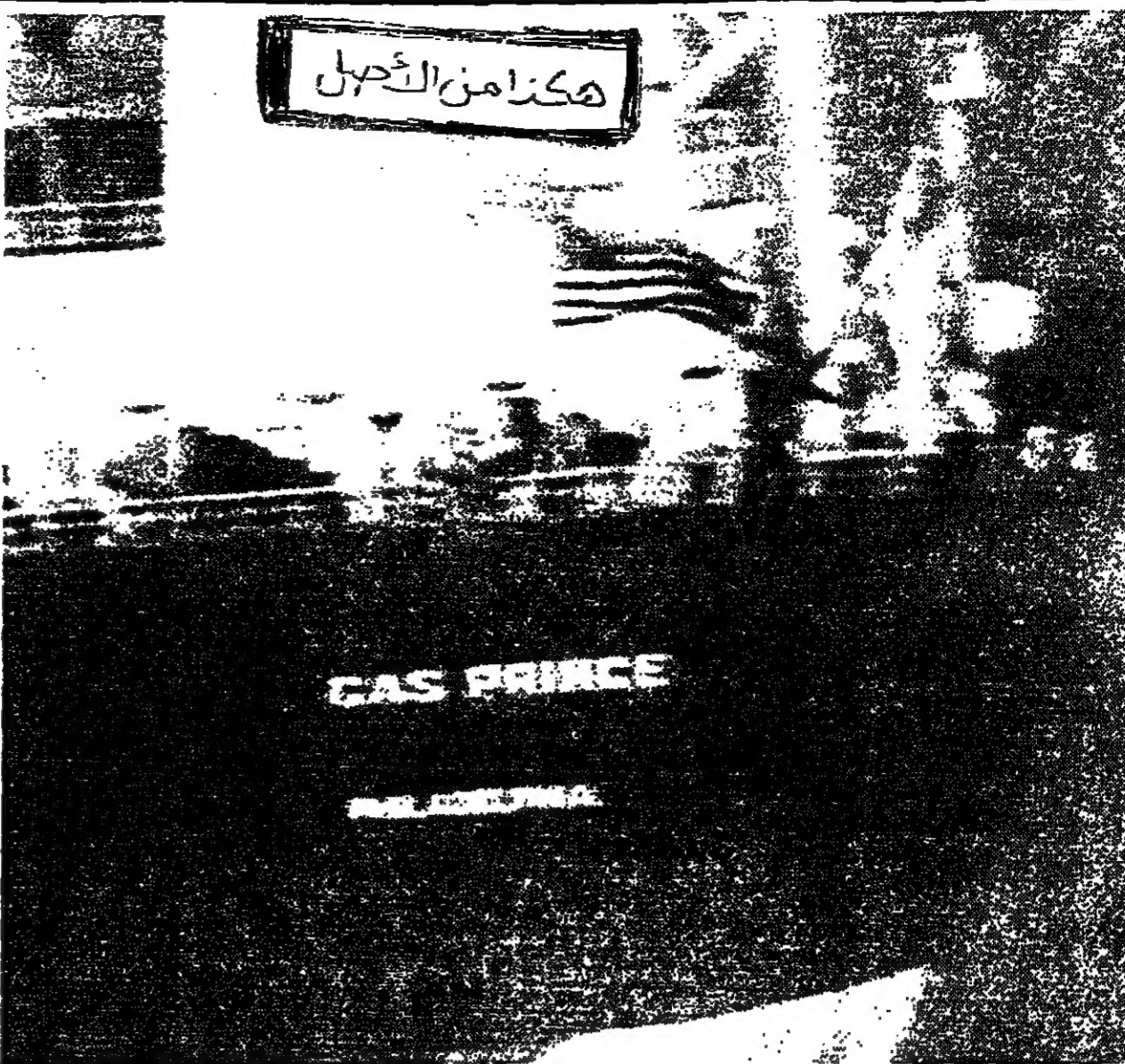
Sir Geoffrey, reporting on his United Nations visit, said that the Security Council resolution calling for a ceasefire between Iran and Iraq in the seven-year Gulf War "represents the best available springboard so far for peace in the area". He urged Iran and Iraq to obey the resolution and end the "bloody and senseless war".

The resolution reflected the gravity with which the international community viewed the conflict. It favoured neither of the parties more than the other and both sides should be able to accept it, he said.

Mr Gerald Kaufman, the Shadow Foreign Secretary, urged the Government, even at this late stage, to discourage the United States from any "adventurist plans to escort a reflagged fleet through the Gulf".

But it was the attitude to reflagging which most concerned MPs. Mr Jonathan Aitken, Conservative MP for Thanet South, said that to honour the Kuwaiti request "would almost certainly require an increased naval presence and that would be difficult to regard as de-escalation".

Sir Geoffrey maintained that that would not be an inter-governmental matter. Any question of registration or chartering of British vessels would be purely commercial and procedural arrangements, to be carried out in accordance with existing shipping law. It would not call for a formal decision by the Government.



The Kuwaiti tanker Gas Prince, reflagged by the United States, awaiting orders to sail yesterday near the Strait of Hormuz.

Kuwait in talks on flying Red Ensign

By Andrew McEwen, Diplomatic Correspondent

Preparatory steps for Kuwaiti tankers to be reflagged under the Red Ensign are understood to have begun already.

A shipping source told *The Times* that the Registrar General of British Shipping had received preliminary inquiries from Kuwaiti tanker owners. But the Department of Transport, which controls the Registrar, said no actual application had arrived.

A Kuwaiti diplomatic source said that while his Government had not initiated approaches to the Registrar, it was possible that tanker owners had done so.

Last week Kuwait's Minister of State for Foreign Affairs, Mr Saud Muhammad al-Osaimi, held a meeting in Kuwait with Mr Peter Hinchcliffe, the British Ambassador. Yesterday the minister flew to London to see Mr David Mellor, Minister of State at the Foreign Office. Both the Foreign Office and Kuwaiti sources confirmed that reflagging of tankers was among subjects discussed.

Mr al-Osaimi told a Kuwaiti journalist that he was happy with Britain's role in helping to bring about the UN Security Council resolution on

the Iran-Iraq war on Monday night.

After the meeting he flew to Paris to make a similar reflagging request. Kuwait is asking all four of Washington's fellow permanent members of the UN Security Council to follow its example in accepting its tankers for reflagging. It believes that this will reduce the likelihood of Iranian attacks.

The Foreign Office said the minister was told that Britain would treat any application for reflagging on a commercial basis. Provided Kuwaiti tan-

ker owners met Department of Transport regulations, there was no objection to them sailing under the Red Ensign.

The Department of Transport said the owners would have to set up a UK-registered company, the skipper and certain officers would have to be British or hold British or Commonwealth qualifications, and certain manning and safety regulations would have to be met.

Reflagging would not automatically entitle the vessels to protection by British warships.

Tanker convoy ready for first escorted voyage

The American flag was hoisted on two Kuwaiti tankers yesterday as US warships stood guard nearby to escort the first convoy of reflagged vessels through the Strait of Hormuz and on into the troubled Gulf.

Shipping officials said by telephone that the flags were hoisted without ceremony while the ships were at anchor in the Gulf of Oman, just south of the Strait.

"The flags are up, but the one on the (supertanker)

Bridgeton is furled and can hardly be seen, while the one on the Gas Prince (oil product carrier) is fluttering freely," said an Al Fujairah-based agent of a western shipping company.

He added that the 401,382-ton Bridgeton, formerly the al-Rekkah, and the 46,733-ton Gas Prince, formerly the Gas al-Mingish, were anchored two miles apart in international waters, with US warships — the missile cruiser Fox, the missile destroyer

Kidd and two frigates — not far from them.

The flag hoisting was seen here as an indication that the first voyage of the reflagged ships under American protection was imminent, in defiance of Iranian threats to raid them despite the American flag. The Iranians in recent weeks have also threatened either to sink or capture one of the American warships in the Gulf.

Maritime shipping sources in Dubai, Khawr Fakkan and

Al-Fujairah said the Bridgeton and Gas Prince would sail and pick up their US Navy escorts either last evening or early today.

Shipping and salvage experts said the convoys would be endangered by batteries of Chinese-built anti-ship Silkworm missiles on Iran's side of the Strait of Hormuz. The experts also spoke of the likelihood of suicidal raids by Iran's die-hard Revolutionary Guards, apart from the danger of sea mines.

Third of teachers 'not up to job'

By John Clare, Education Correspondent

A third of all primary and secondary teachers in England are not up to the job, according to the annual report of the school inspectors.

It says that pupils' work in a third of the 12,000 lessons inspected last autumn suffered because of poor teaching. It was the most important of 15 factors identified as contributing to children's under-achievement.

Among the others were the deteriorating state of school buildings, furniture and books; the spread of ability within a class; and the size of teaching groups.

The inspectors also note in the report, published yesterday, that inequalities are widening. They say that 32 of the 96 local education authorities in England are spending less than they should on schools.

They also note that local authorities are making very uneven provision for the in-

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roduction of the new 16-plus qualification, the GCSE.

The inspectors' main criticism of teachers is that their teaching styles are "inappropriate" in that they fail to encourage the involvement and participation of pupils.

They also criticise teachers for having a "poor perception of their pupils' educational needs" in more than 60 per cent of all schools. The third most important factor was teachers' low expectation of their pupils.

Ineffective leadership by the head teacher is identified as a problem in one primary school in three. Heads of department are criticised for ineffective leadership in two secondary schools in five.

The report describes the features of poor teaching as sluggish pace, poor planning, poor standards of work, too much exposition and dictation, and inadequate control and discipline. It says successful teaching is marked by a sense of purpose, clarity of objectives, good organisation of time and materials, effective oral work, and suitable tasks.

In spite of all the shortcomings they record, the inspectors say pupils are trying hard.

The inspectors note that a severe and growing shortage of teachers is leading to some subjects being dropped from the curriculum. Latin, French, drama, music, remedial support and craft, design and technology (CDT) are among

Continued on page 20, col 5

Death of Lord Trend

Lord Trend, former Secretary of the Cabinet, died last night after a short illness. He was 73.

He was created a life peer in 1974 after 30 years in the Civil Service, 13 of which were in the Cabinet Office.

He was born Burke St John Trend in 1914 and was educated at Whitgift Grammar School and Merton College, Oxford. He returned to Oxford in 1973 as Rector of Lincoln College, and later became Pro-Vice Chancellor of the university.

During his career in the Civil Service, Lord Trend served as Principal Private Secretary to the Chancellor of the Exchequer and in the Office of the Lord Privy Seal before becoming Secretary of the Cabinet in 1963.

He stepped down as Rector in 1983 and in recent years has been chairman of the trustees of the British Museum, president of the Royal Commonwealth Society, chairman of the Nuffield Foundation, and High Bailiff and Searcher of the Sanctuary at Westminster Abbey.

He is survived by his wife Patricia, a daughter and two sons. *Obituary, page 14*

IN PART 2

BAA warning
Stockbrokers are warning that investors in BAA could find it hard to sell shares. More than two million holders have well below the number of shares brokers will handle. *Page 21*

Exam results
Degrees awarded by the universities of Nottingham and St Andrews and more Oxford class lists are published today. *Page 39*

Portfolio

● There is £8,000 to be won in today's Times Portfolio Gold competition, double the usual amount as there was no winner yesterday. ● Portfolio list, page 25.

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Bulgarian attaché ordered to leave

By Our Diplomatic Correspondent

The Bulgarian military attaché in London, Colonel Ivan Pavlov Djambov, was yesterday ordered to leave Britain within 14 days for "activities incompatible with his status".

The phrase usually means spying, and a Foreign Office statement implied that this was so by referring to "security matters".

Colonel Djambov is the first Bulgarian diplomat to be expelled from Britain in such circumstances.

The senior Bulgarian diplomat in London, Mr Philip Bokov, the chargé d'affaires, told *The Times* that the Foreign Office had not elaborated on the accusations against Colonel Djambov.

"There have been no accusations against him, only this vague phrase," he said. Reminded that it meant spying, he said: "That is how he interpreted it, that is why we feel the accusation is groundless."

He denied that Colonel



Colonel Djambov: 14 days to get out of Britain.

Djambov had been involved in any such activities. Colonel Djambov, who has been in Britain since November 1985, was one of nine Bulgarian diplomats presented to the Queen at Buckingham Palace in February.

Mr Bokov was called to the Foreign Office to be told of the decision.

Sir Patrick Wright, the Permanent Under-Secretary, made it clear that Britain did not want a rift with Bulgaria.

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'Snoopers' to be used on poll tax

By Our Chief Political Correspondent

Local authorities will employ teams of investigators to prevent evasion of its controversial new community charge, Mr Nicholas Ridley, the Secretary of State for the Environment, said yesterday.

He said in a BBC radio phone-in that enforcement efforts made to stop people avoiding paying income tax or VAT would apply in the same way to the poll tax when it is introduced in 1990.

He confirmed for the first time that, as reported in *The Times* last Tuesday, the poll tax is to run alongside the rates for a transitional period from 1990.

The details of the phasing-in are due to be decided tomorrow by a Cabinet committee, of which the Prime Minister will be chairman. Mr Ridley is believed to be in favour of a three-year transition.

His remarks about enforcement

NatWest signals lower mortgages

By Richard Thomson

A new round of mortgage rate cuts began yesterday when the National Westminster bank reduced the amount charged to existing borrowers from 11.25 to 10.5 per cent.

The reduction, which takes effect from August 1, brings existing borrowers into line with the rates charged to new borrowers.

Other banks and building societies are expected to follow suit in the next few weeks. Lloyds Bank, Abbey National and the Halifax all reduced their home loan rates for new borrowers last month but continued to charge existing borrowers more than 11 per cent. Abbey National said that it expected to reduce rates for existing borrowers to 10.5 per cent probably on September 1.

Meanwhile, private investors last month poured a record amount of new money into unit trusts, investment funds specializing in stock markets in Britain and overseas. The total value of unit

trust funds rose by an unprecedented £2.9 billion.

The number of new unit trust accounts also rose by a record amount for the month, by 128,000, taking the total number of such accounts to more than four million.

British Petroleum yesterday announced that it planned to raise £1.5 billion in a rights issue to coincide with the sale of the Government's 32 per cent stake in the company this autumn. The extra money will bring the total value of the share offer to £2.5 billion.

The details of the offer have not yet been set, but are likely to follow the pattern established in recent privatizations.

The stock market continued to weaken on fears of increasing inflation and heavy credit expansion. The FT 30 share index closed 17.6 points down at 1872.0.

The pound remained broadly unchanged during the day, weakening by 0.2 cents in London to close at \$1.6010. *Details, page 21*

Luck of the Irish comes to Edenderry Shoes

By Andrew Morgan

High finance had not greatly troubled the gentle people of Edenderry (pop. 3,500), just west of Dublin, until this week when they discovered it to be rather invigorating.

Some of them owned shares in the town's largest employer, Edenderry Shoes, founded 52 years ago. Last week, the share price of 59p caused no excitement among the firm's 300 smaller shareholders, who held 25 per cent of the equity.

Then came the excitement: four investors from the City descended on the company, offering a total of £1.3 million for 75 per cent of the equity,

which is largely held by the Wachman family, who founded the firm, and other directors.

A rights issue of three-for-one is proposed for an extraordinary general meeting to be held in eight weeks time.

The firm's share price went to 255p last Friday, it then leapt to 550p on Monday evening and, last night, it closed at 650p, giving the company a value of £60 million.

For the 300 smaller Edenderry shareholders, owning about 2,500 shares each, their holdings had risen in value to £16,250 last night.

Mr Peter Wachman, the chairman,

who owns 340,849 shares, will make a handsome profit, although both he and his brother, Nicholas, will be staying on the board. "Nothing much will change here. We still have a business to run," he said.

However, last night, townsfolk were muted. Mr William Doyle, who admitted to being an Edenderry shareholder, was keeping his cards close to his chest: he declined to specify his total stake.

"I suppose some people will sell but who's to say the price won't go on rising? These boys coming in are supposed to be on their toes, you know, I'm not saying if I'm selling just yet. A fool and his money are soon

parted, you know," said Mr Doyle, a retired labourer.

The four City investors include Mr Jeremy Howarth, currently treasurer of the Ladbroke Group, and Mr Geoffrey Nichols, deputy chairman of the London Chamber of Commerce.

Mr Wachman said: "Prices have leapt because speculators are impressed with the calibre of the new executives."

Edenderry will stay as a shoemaking firm for the next 12 months, but it could then expand into leisure and property. Either way, Mr Doyle is content: "I always said they were a good firm. They have been honest."

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NEWS SUMMARY

Actors reimpose apartheid ban

Equity, the actors' union, yesterday reimposed its 12-year ban, lifted last week, on the sale to South Africa of television and radio programmes involving British actors.

The union's ruling council said that the organization had never concluded any agreements to allow the sale to South Africa of programmes involving members of Equity. This policy had been confirmed by two referendums.

The council conceded that it had last week agreed to lift the ban as a result of legal arguments arising from last year's High Court ruling when it was decreed that it was beyond the union's powers to instruct its members not to perform in South Africa.

The council had now agreed to accept legal advice and recommendations suggesting that the policy laid down by the referendums should be upheld.

Sea hunt called off Pay rise for police

An eight hour air-sea Channel search for a missing ferry stewardess was called off early yesterday as inquiries continue into whether she fell overboard.

Miss Joanne Roberts, aged 23, of Beechwood Court, River, near Dover, was last seen working by members of the crew on board Townsend Thoresen's Spirit of Free Enterprise on Monday evening 20 minutes after sailing from Dover.

Kent police have listed her as a missing person, and Townsend Thoresen is to hold an internal inquiry.

The police are to get a pay rise of 7.75 per cent from September after agreement was reached yesterday with local authority employers.

However a spokesman for the employers warned that some sections of police services, such as equipment, may be affected unless the Government provided extra funds.

The authorities claimed there was insufficient allowance in this year's rate support grant for the pay award. More than 120,000 officers will receive rises ranging from £600 to £2,000 a year.

Police bomb defused

A firebomb in a car parked outside a Wolverhampton police station was defused by an Army bomb disposal team yesterday.

The stolen car, which contained two, five-litre cans of inflammable liquid and an alarm clock attached to the battery, was left in the entrance driveway of the Birmingham Road police station on Monday night.

Detectives said that the firebomb could have been part of demonstrations against the police after the death of Clifton McCurbin, aged 24, while he was being arrested last February.

The area was evacuated and cordoned-off while the bomb was made safe.

Judge is rebuked

Judge Argyle has been rebuked for remarks about hanging, immigrants and law and order policy.

In answer to a written parliamentary question, Lord Havers, the Lord Chancellor, said yesterday that he had written to the judge "severely reprimanding him for a number of unfortunate remarks" made in a speech at Trent Polytechnic in March.

The judge, aged 72, who has a reputation for controversial remarks, prompted protests among the students with his comments.



RAF pays for silence

The RAF is to pay £400,000 for the homes of 250 families to be insulated against the noise of winging Tornado jets taking off and landing at Honington air base in Suffolk.

People living near by have claimed that their houses have fallen in value since the aircraft began using the base.

The RAF announced yesterday that buildings with noise readings of 70 decibels or more will be given double glazing to cut out the noise.

People living near other air bases and suffering similar noise problems are now expected to press for money to pay for insulation as well, and the final bill to the Ministry of Defence could be well over £1 million.

Extra cash for Awacs in doubt

By Martin Fletcher Political Reporter

Financial constraints have forced the Government to postpone a decision on buying two extra Awacs early warning aircraft, despite an admission by Mr George Younger, Secretary of State for Defence, that the aircraft are needed.

Mr Younger announced last December that he was scrapping the British GEC Nimrod system, on which £960 million had been spent and was purchasing instead six American E-3A Awacs systems, with an option for two more, at a cost of £860 million.

The option for the two extra aircraft expires on August 17, but the Ministry of Defence has negotiated an extension of the option with Boeing, the manufacturer of Awacs, until late October. The ministry's problem is understood to be how to find the money to pay for two more aircraft.

If the Government decides against purchasing the two extra Awacs, Britain could find itself unable to fulfil all its national and Nato air defence commitments.

At the time of his December announcement, Mr Younger admitted: "We do not consider that six E-3As will enable us to fulfil the four patrols that we wish to. They would enable us to fulfil three patrols, although not to the full standard we would like, and therefore six alone would be not, in our view, wholly satisfactory."

"On eight aircraft we can accomplish satisfactorily the full requirement which we have undertaken with Nato."

Until the first six Awacs come into service in 1991, Britain's airborne surveillance needs will continue to be met by a fleet of ageing RAF Shackletons.

Cleaner car rules agreed

From Our Correspondent Brussels

New car exhaust standards that will bring cleaner cars to Britain were agreed by European environment ministers last night.

Governments will be able to enforce tougher standards on some new models from October next year, but they may be delayed in Britain if the motor industry wants more time to market cars with the new technology. Lord Belstead, Minister for the Environment, said that clean exhaust rules for the largest cars would mean a 5 per cent increase in retail prices, although smaller cars would stay roughly the same price.

Other countries want to introduce the new standards as soon as possible, out of concern for the environment. Denmark last night threatened to introduce tough restrictions from the beginning of next year.

The move could lead to court action by vehicle manufacturers who see such restrictions as a deliberate barrier to Common Market trade.

An agreement on unleaded petrol at yesterday's meeting will allow the Government to insist that all new cars sold in Britain from 1990 will have to run on unleaded petrol. However, despite German protests, there will be no ban on the sale of leaded petrol.

Proposals to streamline the law on traffic and parking regulations were published by the Department of Transport yesterday.

They are intended to remove red tape, reduce procedural delays, simplify powers to deal with parking, and clarify other grey areas in the existing law.

BA sale may have lost £300 m for taxpayers

By Nicholas Wood Political Reporter

The Government may have sold British Airways too cheaply, depriving the taxpayer of up to £300 million extra in privatization proceeds, the Comptroller and Auditor General said yesterday.

In a report from the National Audit Office, the independent watchdog over Whitehall spending, Sir Gordon Downey questions the decision by the Department of Transport to price the shares at 125p payable in two instalments of 65p and 60p.

He recounts how on Feb-

ruary 11 this year, the first day of trading, the partly paid price closed at 109p, giving a premium of 44p or 68 per cent, and meaning that the Exchequer had forgone additional receipts of £317 million from a flotation that raised £892 million for the public purse.

He acknowledges, however, that the unsettled market posed problems to the department in pitching the price correctly and he says that it did take expert advice.

The latest audit office report follows one earlier this month which concluded that the rejection by British Gas of government arguments for a

larger first-year dividend payment may have cost the taxpayer £400 million in lost proceeds.

Mr Tony Blair, a front-bench Opposition trade and industry spokesman, said that the report broadly substantiated Labour's charge at the time that British Airways was grossly undervalued.

"So far, the Government's loss on its main privatization list totals £3 billion, which is a really massive loss to the taxpayer."

Had the company been valued at £300 million more, BA investors would still have enjoyed a bonus of 7 per cent, the average premium for share

issues last year, Mr Blair added.

Yesterday's report says: "It is arguable whether the initial premium of 68 per cent on the partly paid price and 35 per cent on the fully paid price constitutes a satisfactory premium, particularly since the department did not set a target for the premium. The premium represents a value of £300 million."

"But the department had to make a difficult decision at a time when share prices are volatile. And they took expert advice in making their decision."

Sir Gordon also concludes that the department clearly

secured a successful transfer of the company to private hands and that initially, at least, it achieved the goal of widening share ownership.

The number of shareholders after acceptance letters were sent out exceeded a million, although that number has since fallen to 450,000.

The report also discloses that there were disagreements between the department's independent advisers and Hill Samuel and Co, the merchant bankers, over the price of the issue.

Hill Samuel, seeking to foster competition between the institutions and the small investor, first recommended

that it should be in the range of 120p to 125p, while the advisers believed it should be between 130p and 132p.

Six days later at the final pricing meeting, the advisers considered that a price of 130p could significantly affect public demand and could lead to a failure of the issue.

The department and the Treasury accepted their recommendation that a price of 125p would be likely to lead to oversubscription and trigger the clawback mechanism under which institutional bids would be scaled down, provide a better prospect of a healthy after-market and stimulate public demand.

Pits may be hit by new dispute over discipline

By Roland Rudd

British Coal could face a new stoppage today after miners at the Frickley colliery in South Yorkshire voted overwhelmingly yesterday to return to work.

At a branch meeting attended by more than two-thirds of the 900 workers at the colliery, only 19 miners wanted to continue the unofficial strike.

The dispute began over the disciplining of five men under British Coal's new code of conduct, who were suspended after allegedly leaving work early.

Today, however, British Coal is expected to announce that its appeal tribunal has decided to uphold the dismissal of Mr Ted Scott, a North Yorkshire branch secretary for the National Union of Mineworkers, for industrial misconduct.

Mr John Walsh, the North Yorkshire area agent and a leading moderate on the national executive, has warned British Coal that it could face its second strike in two weeks if Mr Scott's appeal is unsuccessful.

Mr Walsh denies British Coal's claim that Mr Scott's dismissal was carried out according to the correct procedure of the Acas conciliation service, in line with the new disciplinary code.

Mr Scott maintains he does not know the nature of his offence.

Officials of the Frickley branch of the NUM had said that a return to work would mean further management intimidation and possible sackings.

However, yesterday they recommended a return to work, telling the men that they had no alternative following rulings from the Yorkshire NUM executive and area council to go back to work.

British Coal said it was pleased that "common sense had prevailed at long last".

But it regretted that the miners were prepared to lose £2 million in wages and £8 million in lost coal production "only to end up with the exact situation as they would have got a week ago".

But Mr Steve Tulley, the Frickley branch secretary, said his men felt that the "other people in the coalfield should have stood with Frickley and not pulled the carpet from under our feet".

Mr Tulley said the area council's decision to back the executive's demand to call off the strike had proved the final blow. "They all feel they have been let down by the Yorkshire Council. So we made a recommendation that they should return to work on the basis we had done all we could."

Mr Tulley said the striking miners had decided to go back to work to "regroup and rethink their strategy" and he warned British Coal that if "there was any victimization or any reprisals" his branch would take immediate strike action.

Today Mr Tulley will be seeking immediate talks with management over the five men at the centre of the dispute, who were suspended for allegedly cutting short a shift on the eve of their annual holiday.

Yesterday the Frickley miners were outside many of the Yorkshire pits they had managed to close during the past week, to thank their colleagues for not crossing their unofficial picket lines.

It was revealed for the first time yesterday that a group of flying pickets tried to bring the Kent collieries out on strike last Friday, but arrived too late to stop the nightshift.

According to one miner the Kent workers had promised to join the stoppage if the Yorkshire executive had declared the strike official.



Mr Tulley, Frickley branch secretary: "We were let down" (Photograph: Graham Wood).

Piranese purchase is denied

By Geraldine Norman Sale Room Correspondent

A new puzzle was introduced into the case of the six allegedly fake Piranesi drawings yesterday when Mr Giovanni Agnelli, chairman of Fiat, denied having bought four drawings at Sotheby's.

Marlborough Fine Art were the purchasers at Sotheby's on July 6 of four drawings attributed to Piranesi, of which the authenticity is now being questioned.

There was no doubt around the art trade that the Duke of Beaufort, who runs Marlborough in London, had acted on this occasion on Mr Agnelli's behalf.

Sotheby's has confirmed that Marlborough and the other two buyers are asking for the sale to be cancelled.

This follows their discovery that Mr Andrew Robinson, the leading Piranesi expert, does not believe they are authentic.

Mr Agnelli's London press office said yesterday: "Giovanni Agnelli denies having bought or dealt in any Piranesi drawings".

The statement does not make clear whether the denial also covers the many companies which Mr Agnelli denies having bought or dealt in any Piranesi drawings.

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Troubled PSA to face 'privatization'

By Sheila Gunn, Political Staff

The troubled Property Services Agency, which manages the Government's estate, is expected to be converted into a trading fund and run as a private company.

The change will be a step into the commercial world, while stopping short of full privatization, and comes after recommendations from the common select committee on the environment.

The agency, which is responsible for £2.8 billion in construction work a year, has been plagued in recent years by fraud and corruption scandals, wildly miscalculated estimates and a rising backlog of work.

Government ministers are known to be increasingly frustrated at the agency's management of more than 8,000 government buildings totalling 11 million square metres.

Its responsibilities include the upkeep of miles of Whitehall corridors, plus prisons, courts, custom houses, nuclear bunkers and 2,000 listed buildings, including Buckingham Palace and the Tower of London.

The agency has repeatedly blamed government underfunding for its troubles. By converting to a trading fund, the Treasury hopes to introduce a more commercial discipline into its organization, as happened with the Royal Mint and the Stationery Office.

The 26,000 employees would officially remain as Civil Servants, but the agency would be financed through loans and self-generated income rather than by parliamentary approval.

Some government departments are already breaking free from the agency.

Two all-party committees of MPs have recommended that the Government should take action.

A Treasury announcement on the future of the agency will be part of the process of untying government departments from reliance on the agency for the construction and maintenance of its buildings. The move is unlikely to need parliamentary approval.

Most departments still go to the agency which uses its expertise and contacts to contract construction and maintenance work to private contractors.

The agency, which was previously the Ministry of Public Buildings and Works, retains a 650-year link in managing government properties. It will now come within the remit of the Department of Environment.

The full hearing is expected to begin shortly afterwards in Middlesbrough.

The three assessors sitting with the judge were also named. They are Professor David Hull, professor of child health at Nottingham University; Mr Leonard Soper, former Chief Constable of Gloucestershire, and Mr John Chant, director of social services for Somerset.

He says in an article in *The Times* today: "This case is of immense constitutional and political importance. It is the most important issue I have been involved with since retiring as Master of the Rolls."

The case is due to be heard on September 15 and there is no chance of a Parliamentary debate beforehand.

Lord Denning expresses concern at the secrecy which has surrounded the case. The Government has agreed to a request by the commission to not disclose the proceedings to anyone, including Parliament.

Strikes delay mail delivery in South

By John Spicer

More than 90,000 addresses in London and Essex were without postal deliveries for the second day yesterday because of two separate unofficial disputes.

In central London, 20,000 companies and small businesses were caught up in a continuing dispute about the introduction of casual workers called in to handle the Post Office's increasing postal load.

And in Ilford and Barking, 71,000 addresses were affected by a dispute involving a postman promoted to a higher grade. His colleagues insist that his job remains vacant to give him the opportunity to return to it if he wishes.

But behind both disputes is the problem of the Post Office's runaway success and the need to maintain staffing levels for postal deliveries which are increasing at the rate of 5 per cent a year.

Today the corporation's annual report is expected to show profits based on a growth from about 39 million inland letter deliveries a day in 1982 to 46 million a day now. But the postmen and the Union of Communication Workers are asking where their share of the profits are.

They claim that the Post Office is employing more casual workers to help in deliveries rather than pay overtime. Union officials claim that the Post Office is abusing an agreement over the introduction of casual work, and that is setting off wildcat strikes in the West End of London and elsewhere.

Post Office managers, though, believe that too much overtime is being done and is an enormous drain on resources. Casuals, called in at peak times when the need is greatest, work guaranteed hours for set amounts.

Since Big Bang in the City, finance and business mail has increased considerably.

The growing use of "plastic money" has also had an effect. The Post Office points out that every card generates 27 items of mail each year in Britain, and there are upwards of 60 million cards in use.

Direct mail is being used more than ever by businesses and even social letter writing is on the increase. Every man, woman and child in Britain now receives 30 more items of post a year than they did in 1982.

MPs reveal British link with Gestapo chief

By Martin Fletcher Political Reporter

Evidence that the British may have tried to recruit Klaus Barbie, the former Gestapo chief in Lyons, France, as an informant after the war was unveiled yesterday by the all-party parliamentary war crimes group.

The disclosure came as the Home Office confirmed that at least seven people on a list of 34 names of alleged Nazi war criminals supplied by Scottish

Television are probably alive and living in this country, making a total of 16 such people about whom the Government is seeking further evidence. The other nine names came from the Simon Wiesenthal Centre, the Nazi-hunting organization based in Vienna, Austria.

The parliamentary group, chaired by Mr Merlyn Rees, the former home secretary, called on the Government to make public its files on Barbie,

on Dr Kurt Waldheim, the Austrian president, and on any alleged Nazis living in Britain.

The evidence produced yesterday consisted of United States government documents headed "Top Secret" and which came from the post-war US Central Intelligence Corps (CIC), a body for whom Barbie is now acknowledged to have worked. The papers were declassified in 1983.

The documents record that in 1946 Barbie, who was in

hiding, "had made overtures to the British to work for them as an informant through one of the Selection Board personalities by the name of Dr Hoffman".

The Selection Board was an Allied operation created to catch former SS personnel.

The documents say that Barbie switched his attention to the Americans when he discovered that a friend of his was employed by them, but they also suggest that the

British then made approaches to Barbie through Hoffman, himself a former Nazi.

Hoffman met Barbie, who feared a trap and would only meet in the American zone of West Germany, on several occasions but the former Gestapo chief refused to work for the British.

Members of the parliamentary group accepted yesterday that the British may have been trying to trap

Lane in attack on court reforms

By Frances Gibb Legal Affairs Correspondent

Lord Lane, Lord Chief Justice, last night attacked radical proposals from the Lord Chancellor's officials for wide reform of the civil courts, including proposals that judges should work longer hours.

In an address to the annual Judges' Dinner at the Mansion House, in the City of London, he said that the proposals, produced as part of the Lord Chancellor's civil justice review, threatened to "emasculate the High Court and circuit organization".

The reforms, which envisage a merger of the High Court and county courts, were the wrong remedy to meet the problem of the "huge increase of work" in the civil courts, Lord Lane said.

They were also based on the mistaken notion that judges could work longer hours. "Judges have been working harder than ever before," he said. "The idea that a judge's day starts when he goes into court at 10 or 10.30am and stops at 4.15pm when he comes out is not one, I hope, which is generally prevalent."

He said that judges had also "been increasingly saddled" with extra-mural duties such as the Parole Board and the Judicial Studies Board.

The remedy was not "to change the whole system, which would still leave us with too few courts and too few judges", Lord Lane said. Nor was it "for judges to work longer hours than they do".

The remedy was to provide more courts in the Strand, which was at last being done "after a great deal of unnecessary delay", and to appoint more High Court judges.

Then the task would be for the judges to bring the "organization of civil litigation in London up to the standard of the divisional and commercial courts", he said.

"That we can do. There is no need to alter the whole system. There is no need to emasculate the High Court and circuit organization which is what the civil justice review paper bids fair to do."

The divisional court had been the victim of its own efficiency and of the consequent explosion in the work of judicial review.

The commercial court had likewise continued to attract litigation from all over the world because of the high regard in which its judges and procedures were held, he said.

Lord Lane also called for more balanced criticism of sentences passed by judges. "The present daily ration of headlines describing perfectly proper sentences as 'disgraceful' or 'wicked' helps no one," he said. "They pander to the understandable public feeling that crime can be stopped by longer and longer sentences."

VAT case criticized by Denning

By Frances Gibb

Lord Denning, former Master of the Rolls, has criticized the European Commission over legal proceedings it is bringing against the British Government.

He says that the proceedings, in which the commission argues that the Government ought to be levying value added tax more widely, are a challenge to the "sovereignty of our Parliament".

He says in an article in *The Times* today: "This case is of immense constitutional and political importance. It is the most important issue I have been involved with since retiring as Master of the Rolls."

The case is due to be heard on September 15 and there is no chance of a Parliamentary debate beforehand.

Lord Denning expresses concern at the secrecy which has surrounded the case. The Government has agreed to a request by the commission to not disclose the proceedings to anyone, including Parliament.

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QC tells of the key question for jury in Archer libel case

By Paul Valley

The key question which the jury must address in the Jeffrey Archer libel case is whether the former deputy chairman of the Conservative Party had sexual intercourse with the prostitute, Miss Monica Coghlan, the High Court was told yesterday.

In his closing speech Mr Michael Hill, QC, for the Star newspaper, said that everything else centred on the question: did Mr Archer have sexual intercourse for a payment of £70 with a prostitute, willing to engage in perverted sexual practice.

He said the jury should bear in mind that the chief plank of the evidence against the newspaper came from Mr Archer, a man who had "lied and lied" during the 11-day trial.

The jury might have misgivings about the behaviour of tabloid newspapers and about the standards which society called for from politicians. "But what is much, much more serious is when people in the public eye lie," Mr Hill said.

That was what Mr Archer had done first by trying to pay off the prostitute, and then by issuing a deliberately misleading public statement.

Mr Hill concentrated his fire on the alibi which Mr

timony by Mr Terence Baker, his television and film rights agent. Yet the two men's account of the vital evening differed in significant details.

Mr Archer's shifts in alibi were born "out of the same desperation that produces fiction rather than fact".

No one, Mr Hill said, could have anything but the strongest sympathy for Mr Archer's wife, Mary, who had demonstrated tremendous loyalty during the course of the trial. But "sympathy is not the basis for the judgement as to where the truth lies".

Mr Archer is claiming damages against *The Star* and Mr Lloyd Turner, its editor, concerning articles published in November alleging he had sexual relations with Miss Coghlan on September 8-9 last year and tried to pay her £2,000 to keep quiet.

Mr Hill said, issues of fact had to be decided within the context of the evidence as a whole. The jury had to decide whether Mr Archer's behaviour, like that of Miss Coghlan, was consistent at the time with the accounts they had given in the witness box.

"The required standard of proof," he said, "depends upon the balance of probability."

The answer was not to be found in Mr Archer's "shilly-shallying" in his evidence.

"At the lowest," Mr Hill said, "Mr Archer says things without thinking, and says them with all that force that he has used in the witness box, and then finds himself asserting things which are simply not sustainable when they are subjected to a close examination."

The court had heard how Mr Archer had lied to Mr John Lisoers, a *News of the World* reporter, when confronted with the facts.

Mr Hill then told the jury: "He lied and lied and lied to Lisoers and he lied and lied to you."

He referred to the part played by Mr Aziz Kurtha, a solicitor and Miss Coghlan's client who, the court has been told, identified Mr Archer as one of her customers, when he said a key question was why Mr Archer arranged to pay off Miss Coghlan on



Mr Michael Hill, QC: "The balance of probability"

October 24 with a large bundle of £50 notes.

"What on earth for? Because she talked him into it, stimulated by the *News of the World*? Because he had some idea that with her out of the way he could deal with the lying Kurtha. With which account of this case is that event of October 24 most consistent?"

All this, Mr Hill said, contrasted with the testimony of Miss Coghlan.

"One of the features of her evidence was the almost deadpan, flat way in which she gave her account."

"Then there came a time when emotion overcame withdrawal. Her emotion was a painful experience," Mr Hill said. "Everyone in the court would admit the woman had been in acute distress."

"In the course of these outbursts time and time again when she was confronted with the accusation that she was telling a story simply for her own advantage, she said: 'I have nothing'. She was, perhaps, the only person in the courtroom who had nothing to gain from the whole proceedings."

"It's not a complete answer to the money question, but it is perhaps a significant answer."

He said: "I put her before you as a raw, exposed but very genuine person."

"That's bound to have an effect as to the reliability of her evidence. She believes that the man was Mr Archer, a genuine belief and not a belief

● Miss Coghlan was perhaps the only person who had nothing to gain

which she has simulated unto herself."

Changing tack Mr Hill said that there was no real possibility the case against Mr Archer could have been fabricated by Mr Kurtha and Miss Coghlan acting in unison.

There were inconsistencies between their two accounts. He said: "If that's what happened, would this have been the story that they made up, with its loose ends?"

Significantly, he said, Mr Archer had not made public his alibi until after the trial began. Yet, in an affidavit sworn last September, Monica Coghlan had given an account of her first meeting with Mr Archer which was entirely consistent with Mr Archer's alibi.

The crucial factual issue was whether Mr Archer had sexual intercourse with Miss Coghlan, he said. "We win or we lose on that."

The case continues today with the concluding speech for Mr Archer by Mr Robert Alexander, QC. The jury is expected to go out on Thursday.

Swedish drug-smuggling case

'Gossip could tip balance'

A captain in The Life Guards is likely to get a long prison sentence for alleged drugs smuggling in Sweden because of hearsay evidence "conned" out of two British detectives, his solicitor claimed yesterday.

Sir David Napley said the unusual step of divulging details of a case was to draw the attention of the Swedish people to the "alarming situation" whereby unreliable information, which Scotland Yard has asked to be withdrawn, might be used in evidence to tip the balance of the trial, starting tomorrow, of Captain Simon Hayward, aged 31.

Sir David and Mr John Gorst, Tory MP for Hendon North, held a press conference in London yesterday calling for international pressure on Sweden to ensure a fair trial.

Two officers from the National Drugs Intelligence Unit, set up by the Home Office, accompanied by a Scandinavian intelligence officer, inter-

viewed Captain Hayward on June 11 and 12.

Sir David said the detectives provided the Swedish prosecutor in Uppsala, where Captain Hayward has been in solitary confinement for four months after the car he was driving was found to contain cannabis, with information which was "gossip and hearsay". It had not been intended that it should be used in court.

Det Insp David Morgan and Det Sergeant Brian Moore interviewed Captain Hayward for four hours in a "naive fashion", Sir David said. They began by exhorting him to tell the truth and admit his guilt.

"It was a somewhat inauspicious start to the interview. There is a paucity of evidence against him and he has always maintained his innocence."

Earlier, the officers gave Swedish prosecutors informa-

tion "extremely damaging" to Captain Hayward, but when Sir David later asked the officers about the "nature and quality" of the information they declined to discuss it.

However, Scotland Yard has refused permission for the officers to give evidence at the trial as they would be unable to vouch for the truth and accuracy of the information.

Sir David said he now knew the information passed on by the officers. The Swedish authorities had refused the police requests for its withdrawal as it had been placed before the trial judge.

He said he believed the British officers, who thought their information was reliable, did not appreciate the significance of what was happening.

Sir David is not going to Sweden for the trial. He said it would be counter-productive as the Swedish authorities say there is a plot by the British establishment to protect one of its officers.

Branson defends clean-up campaign

By Craig Seton

Mr Richard Branson defended the effectiveness of the environmental clean-up campaign, UK 2000, and announced yesterday that he will remain as its chairman until next year.

Mr Branson, head of the Virgin records and airline group, who was attending celebrations at Sandwell, West Midlands, to mark the first anniversary of the government-sponsored campaign, made clear that he would not have agreed to a government request to continue as chairman if he had regarded the campaign as a failure.

He said UK 2000 had been wrongly seen as merely an anti-litter drive, and that it was "galling" that some com-

mentators ignored what it had achieved.

Mr Branson said: "We have got for the first time in the United Kingdom something which is really working and which is giving people who are out of work a purpose. It can give something really substantial over the next 10 or 15 years into the next century."

He told 400 guests at the anniversary celebration: "Although I signed on with UK 2000 initially for just one year, I have become convinced that the task before us is so important and so worthwhile that I want very much to stay on for a further year."

The campaign was involved in 250 projects to beautify the cities by clearing up eyesores, planting trees, restoring parks

and waterways, creating woodlands and nature reserves and preserving industrial heritage.

Mr Branson said that it was planned to double the 4000 jobs people on the Government's community programme and the 7,000 volunteers who had been involved in projects in the first year. The campaign had received £750,000 in support from industry and needed more to expand its work into the next century.

But he said that there were potential problems with trade unions if UK 2000 became involved in "massive schemes". He said: "All our projects have been approved by the unions. The criteria of approval is whether there is a good training element in the projects."



A delicately choreographed *Swan Lake*, danced on stilts and including a juggling sequence, has won the *Time Out* Street Entertainer of the Year award for the Two Marks. Mark Saban, on stilts, and Mark Heap, both aged 30, performing in the rain in Covent Garden in London, won £500 and offers of worldwide engagements for an act they evolved on the streets of Melbourne last year. The Marks, both professional actors from

north London, were touring Australia with a theatre company performing medieval plays, which included juggling and stilt walking. "We needed some pocket money so we thought we would do a bit of street theatre", Mark Saban said. It was so successful a Chinese businessman invited them to perform in Singapore over Christmas. Back in London, they started full time as alternative and street comedians. (Photograph: John Roger)

Deaths were part of suicide pact, solicitor claims

By Ian Smith

A crooked solicitor who shot dead his pregnant mistress and her daughter aged two told police he did it as part of a suicide pact, a jury was told yesterday.

Ian Wood also shot his lover's son aged five. Mr Geoffrey Rivlin, QC, for the prosecution, told Sheffield Crown Court.

Eight days later Wood climbed to the parapet of Amiens cathedral, three miles from his murdered mistress's home, and threatened to commit suicide.

Wood, aged 37, secretary of the Sheffield branch of the Law Society, admits murdering Stephanie Lloyd and attempting to kill her brother, Christopher, last September, but he denies murdering their mother, Danielle, aged 38. Instead he entered a plea of manslaughter, claiming that he and Danielle had made a pact to end their lives and those of their children.

He also pleads guilty to stealing £84,000 from clients of the legal practice he established in 1983. The prosecution alleges he stole more than £150,000.

Mr Rivlin said that Wood carried out the shootings with the same wartime revolver that his father had used to commit suicide. Danielle had been shot twice in the head, once while she sat in an armchair and the other after she had fallen to the floor. Stephanie was shot twice in her bedroom and Christopher was found unconscious in the bathroom with a bullet through his brain. Doctors feared that even if he lived he would lose his sight, but in fact he had almost fully recovered.

Mr Rivlin said that Wood telephoned relatives, friends and colleagues while he was on the run and told of a five-point agreement with Danielle. It involved:

- Visiting churches in France and lighting candles for Danielle and her children;
- Writing an explanation of the deaths for publication;
- Killing his lover's husband, Mr Colin Lloyd;

- Ensuring that Danielle and the children were buried in a French village cemetery; and
- Visiting the graves and placing flowers on them.

Mr Rivlin said that the prosecution did not accept that any such suicide agreement had been made. "Danielle loved life and simply adored her children", he said.

Mr Rivlin said that a relationship between Wood and his mistress began after she consulted him in 1984 about divorce proceedings against Mr Lloyd, deputy headmaster of a Sheffield secondary school. Within a year Wood had left his home at Ughill Hall, Bradford, on the outskirts of Sheffield, to live with his client. He returned with Danielle and her two children after his wife and three children moved out. The prosecution would say that Wood's relationship with Danielle was not idyllic. He was under increasing financial pressure and aware that his thefts would be discovered. He had no wish to be committed to one woman and from February 1986 had established a relationship with a Mrs Janet Bingham.

Mr Rivlin said that in a statement after his arrest, Wood described how he and Danielle had sexual intercourse before he shot her and Stephanie. Then he took Christopher into the bathroom and played hide and seek before shooting him. Later when he found the child trying to crawl across the floor, he bludgeoned him with a stick.

Then, said Mr Rivlin, Wood drove to a public house near by and casually sat in the bar sipping wine before going on the run.

Eight days later he climbed to the parapet of Amiens cathedral and hung from a gargoye, leaving a "somewhat dramatic" suicide note inside. He remained there for six hours until being talked down. The case continues.

Report on home goes to DPP

A report into alleged cruelty and abuse at an old people's home in the London borough of Southwark was yesterday passed to the Director of Public Prosecutions.

Southwark council said the action was taken because it recognized allegations against staff at the home, Nye Bevan Lodge in Camberwell, south London, might require criminal investigation.

The report, by an independent inquiry will be discussed in private by the council's social services committee today. It is said to allege ill-treatment of old people at the home in Love Walk and suggests that this may have led to at least one death.

Miss Anne Matthews, leader of Southwark council, has admitted that the three-member panel which the council asked to look into the running of Nye Bevan Lodge disclosed some "horrifying issues".

One councillor has resigned over the report. Mrs Elsie Headley, social services chairman from 1984 to 1986, said dedicated staff were being made "scapegoats" for everything that may have gone wrong in the running of the home.

Southwark council said the decision to refer the report to the DPP was taken by the council's chief executive, its leader and its social services chairman, in advance of today's committee meeting. That meeting, however, would still consider recommendations understood to include disciplinary action against up to nine staff.

Miss Harriet Harman, Labour MP for Peckham, said yesterday she would ask Mr John Moore, Secretary of State for Social Services, why a Department of Health and Social Security inquiry failed to uncover the alleged sexual and physical abuse at the home.

Employers sceptical about GCSEs

By Sarah Thompson Education Reporter

Employers are not convinced that the new GCSE examinations will improve standards in spelling, grammar and punctuation.

Doubts about future standards of literacy emerged yesterday at the last of a series of eight regional conferences designed to explain the new examination to employers.

The conference, organized by examination boards with the Department of Education and Science and held in London University's Senate House, found general agreement among the 300 personnel and recruitment officers present.

Mrs Kathy Jackson, personnel manager for the engineering and management consultants, W S Atkins, told Mr Robert Dunn, Under Sec-

retary of State for Education and Science, that she had applications from young people with A Grade O level whose grammar and spelling was "appalling".

There were murmurs of agreement as she asked: "What guarantees can you give us that standards will not just be maintained but improved?"

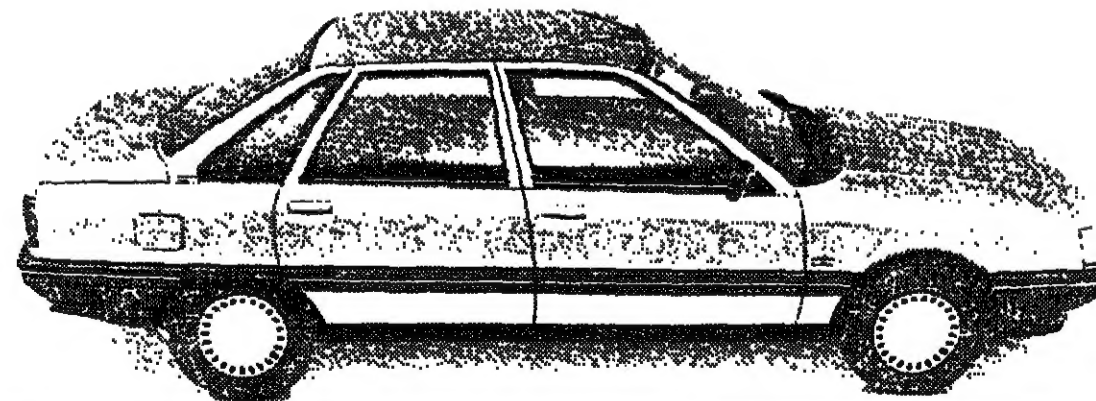
Mr Dunn answered that the new examination would not

lower standards and that ministers were concerned to raise them.

Other personnel officers agreed that what they urgently needed was not a new style of examination but young people who were literate.

They believe they will have to spend more time sifting through thousands of pre-examination applications that give no hint of the standards expected by teachers.

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PARLIAMENT

Scottish protest at Tory tactics

Scottish Labour MPs protested late on Monday that a Conservative filibuster had delayed debate on an order to reduce grant-in-aid for 37 overspending Scottish local authorities.

The order was approved by 252 votes to 217 - Government majority 35. Mr Donald Dewar, chief Labour spokesman on Scottish affairs, said that the Government was conducting almost a private vendetta against Scottish councils. The order cut £202 million in grant for 1987-88.

Mr Malcolm Rifkind, Secretary of State for Scotland, said that there were alarming signs that the gap between inflation in council costs and the economy as a whole was again increasing.

During the earlier protests, Mr Dennis Canavan (Falkirk West, Lab) tried unsuccessfully to move the curtailment of the preceding debate on the Finance Bill.

Mr Dewar said that the precedent would be remembered when Labour considered the further management of Scottish business in the Commons.

Pay measure approved

Workers participating in the new profit-related pay schemes, put forward in the March Budget, could get tax relief equivalent to 4p in the pound, Mr Norman Lamont, Financial Secretary to the Treasury, said in the Commons on Monday night when moving the third reading of the Finance Bill.

He said that more than 21,000 employers had already expressed an interest in operating profit-related pay schemes, including 120 of the top 250 British companies.

The cost of the scheme would be significant and was likely to be several hundred million pounds, although not as much as £1 billion, as some had suggested.

The Bill was read the third time by 267 votes to 205 - Government majority, 62.

Lack of trust for Russia

So long as the Soviet Union is in Afghanistan there will never be a fundamental trust and friendship between Britain and the Soviet Union, Mr James Hill (Southampton, Test, C) said that the campaign there seemed to be forgotten and that it was time for another United Nations effort to get the fighting resolved and Russian troops withdrawn.

Mrs Thatcher: Afghanistan is never forgotten by this country, nor by the whole Western free world.

"We are constantly saying to the Soviet Union that so long as they are in Afghanistan there will never be fundamental trust and friendship between this country and the Soviet Union; that Soviet troops should withdraw; and that we would accept a completely non-aligned Afghanistan."

Research has priority

Britain spends a higher proportion of its national income on civil research and development than Japan or the United States, Mrs Thatcher said during questions.

Mrs Virginia Bottomley (South West Surrey, C) welcomed the Government's initiative to stimulate scientific research and development and said that the full support of the scientific community was needed, together with vital investment by industry.

Mrs Thatcher: The Government's response to the report of the House of Lords Select Committee on Science and Technology shows the importance we attach to the subject.

Changes for Hansard

The Official Report of the House of Commons may in future adopt new technology, with copy of debates and questions reaching the printers, Hansard Press, in machine-readable form.

Mr Peter Brooke, Paymaster General, said in written replies that the editor of the Official Report was contemplating changes in his method of collecting data. He told Mr Ronald Leighton (Newham North East, Lab) that the possible effects of any changes on operations at the printers would of course be discussed with representatives of the trade unions involved, with whom retraining options would be discussed.

14.5m tourists

The British Tourist Authority estimates that 14,500,000 visitors will come to Britain this year, Mr John Leech, Under Secretary of State for Employment, said in a Commons written reply. It was expected that foreign visitors would spend more than £6 billion.

Foreign ships should not fly British flag, says Kinnock

Mr Neil Kinnock pressed the Prime Minister for a clear statement that foreign ships in the Gulf would not be allowed to fly the British flag. After some sparring over the terms "flagging", "re-flagging" and "re-registration", Mrs Thatcher told him that each application to fly the British flag was considered separately.

The questions began when Mr David Atkinson (Bournemouth East, C) asked: With Iran once again exporting its terror on the streets of

London, Paris and Vienna, would the Prime Minister consider new initiatives with our European allies, to fight this form of international terrorism of the Ayatollah, which will for the first time take account of the substantial and growing resistance to the Khomeini regime within Iran itself?

Mrs Thatcher agreed that terrorism could not be tolerated, whatever its source. The Home Secretary had been active, together with his opposite numbers throughout the EEC, in

trying to get maximum co-operation on guidance and on other matters should be organized through the UN, not by a single power.

Could he also distinguish between the formal registration procedure and the charade of re-flagging - "rent-a-flag"?

The Opposition would support, too, firm British action to stamp down on Iranian or other terrorism in this country.

If the perpetrator of Saturday's London bombing was tracked down, Britain must stand firm against any blackmail of the kind used against France. Every effort had to be made to keep potential terrorists out of Britain and to throw out any here.

Britain's streets must not become a battleground for murderous factions.

This country had to play its part in reducing tension in what was today the world's most dangerous flashpoint (Labour cheers).

Sir Geoffrey cautioned that it was too early to talk of further action.

The Government had for some time refused to sell defence equipment to either Iran or Iraq if that would significantly enhance their capability to exacerbate the conflict. It might be contrary to Britain's own commercial and economic interests, but it was morally right.

Britain would be willing to support a UN embargo on either Iran or Iraq, if that was thought to be necessary.

The arms procurement agency in Victoria Street was kept under the closest possible scrutiny.

There were not only US and British vessels in the Gulf, but also French, with Soviet minisubmersibles, frigates and trawlers - all upholding the vital principle of freedom of navigation.

Each country was making its own contribution to upholding that freedom.

British ships were maintaining a non-provocative, low-profile presence.

British forces had the ability to defend themselves if they were attacked and had instructions to do just that.

A United Nations naval presence would raise substantial complications. The idea had not been canvassed or suggested, but it was not excluded from the range of possibilities.

Mr Dennis Walters (Westbury, Ham North West, Lab) said that there were regional variations in the quality of YTS and in the number of young people getting jobs. The North suffered on both counts. When was the balance going to be redressed?

Mr Cope said that the Government was trying to increase the quality of YTS, not only in the South but the North as well.

Mr Barry Sheerman, an Opposition spokesman on employment, said that those in the YTS who were not getting on for now and unless more money was spent and more resources provided youth training would never replace the skill deficiencies that were stopping recovery of the manufacturing base.

Information was not yet available for those leaving the new Job Training Scheme, Mr Andrew Mitchell (Gedling, C), in a later question, said that 65 per cent of young people in his constituency on the YTS graduated to full-time employment. What steps were being taken to spread the good news more widely?

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in self-defence if necessary, could the Prime Minister confirm that she would not allow the British ensign to be flown on any ships other than British ships?

Mrs Thatcher: It is the Royal Navy's duty, through the Armilla patrol, to protect ships going through the Strait of Hormuz, and they do.

Mr Kinnock said that he had wanted the Prime Minister to confirm that no ships other than British ships would be allowed to fly the British flag.

Mrs Thatcher replied, amid Opposition interruptions: If other ships apply to fly the British flag that application is considered separately in each case.

Mr Kinnock: If the Prime Minister is speaking of registration in Britain, that is one thing. If she is talking about a re-flagging procedure, that is entirely another. Will she confirm that she would not follow the course of action followed by the United States Administration and permit the re-

flagging of ships which are not British ships with the British ensign? Mrs Thatcher: Let me substitute the word "flagging" by "registration".

Mr Michael Morris (Glasgow, Springburn, Lab): Is she inviting other merchant marine vessels from other countries to sail under the British flag and to seek British registration, so that they can be protected by the British Navy?

Mrs Thatcher: No.

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Jamaica streets please Thatcher

The cleanliness of the streets of Jamaican towns and cities so impressed the Prime Minister that she enthused about them to the House of Commons on her return, pointing out that they were a shining example of privatization.

Mrs Teresa Gorman (Billerica, C) had some difficulty in getting her question: "Will the Prime Minister comment on the situation about litter in Jamaica?" past the Speaker, who asked her to rephrase it because Mrs Thatcher, in his view, was not responsible for Jamaican rubbish.

Mrs Gorman obliged: "Did the Prime Minister discuss the problem of litter in Jamaica and will she tell us whether we have any lessons to learn from the way they handle the problem there?" but the rephrasing did little to abate the laughter that had greeted the original question.

Mrs Thatcher was clearly delighted to pass on the lessons she had learnt at the weekend: "The Government of Jamaica pursues a vigorous policy of privatization (laughter) as a result of which the streets are extremely clean" (renewed laughter).

She added that, although local authorities there had in the past spent much on getting rid of litter, the streets had not been clean.

"As a result of privatization - I am very glad that she has asked me this question (renewed laughter) for the same amount of money, the streets are cleaned privately three times a day and are clean" (renewed laughter).

Mr Bowen Wells (Hertford and Stortford, C) had earlier asked for more general information about that part of her transatlantic visit. What was the reason for it?

Mrs Thatcher: I went to discuss the situation there with Mr Edward Seaga (the Prime Minister). That country has considerable economic difficulties, has a difficult restructuring programme, is receiving help from the International Monetary Fund and we give some aid.

I visited a police academy which is receiving help from our police and help in resources. I looked at the way they deal with the drug situation and discussed aid for another project.

She said that she had also discussed education, the world economic prospects, investment in Jamaica, and many other things (Conservative cheers).

A Labour MP: What was the member like?



Mrs Margaret Thatcher: Delighted to pass on the lessons she learnt in the Caribbean.

C) said that the whole area continued to be destabilized by the Arab-Israeli conflict. Would he ever endeavour to try to bring about a settlement of that dispute?

Sir Geoffrey said that he had a firm belief that an international conference was the most practical way forward in that distinct conflict.

Dr David Owen, leader of the SDP, asked if Sir Geoffrey had seen Mr Gorbachev's statement that he was ready to undertake superpower action for peace in this area.

Would the UK accordingly make representations to the US asking that it should take Soviet concerns about the US build-up of naval vessels more seriously? Sir Geoffrey said that the US, like each of the other countries providing some measure of naval protection in the Gulf, was well aware of the dangers of confrontation.

Mr Richard Douglas (Dunfermline West, Lab) asked whether there had been any discussion between this country and the US to determine the rules of engagement in terms of escorting merchant vessels through the Gulf.

Sir Geoffrey said that it was not customary to discuss rules of engagement in detail.

Mr Alan Beith (Berwick-Upon-Tweed, L) said that there was a massive arms trade going on under Sir Geoffrey's nose in the City of Westminster. There might be as many as 500 arms dealers in London.

Sir Geoffrey replied that arms sales were not illegal unless the goods concerned were exported or imported in breach of British law. Any rumours to that effect had been investigated and not substantiated.

Mr Jonathan Aitken (Thanet South, C) said that if the Kuwait Government made a request for

some vessels to be re-flagged under the British flag, what would be the Government's response? To honour it would almost certainly require an increased naval presence and that would be difficult to regard as de-escalation.

Sir Geoffrey said that was not an inter-governmental matter. Any question of re-registration or chartering would be commercial and administrative matters.

Mr Tony Banks (Newham North West, Lab) said that with regard to re-flagging, there were important political and military considerations that would have to be taken into account in any application by Kuwait.

Sir Geoffrey said that any question of re-registration or chartering of vessels would be purely commercial and administrative and would not call for a formal decision by the Government.

Mr Banks: What was the member like?

Prime Minister's questions

MP appeals for church

The Church of England would not wish to avoid the community charge which is to replace local authority rates, Mrs Thatcher said to shouts of laughter and protest during Prime Minister's questions.

When she was asked to justify the crippling burden that the poll tax would place on the church.

The point was raised by Mr David Alton (Liverpool, Mosley Hill, L) who said that the church, instead of enjoying its present exemptions from rates, which enabled it to provide facilities for the homeless, the infirm and the dying, would have to pay £4 million a year, while some monasteries, convents and churches would have to find £10,000 a year.

Will she also give an assurance that the long title of the English and Welsh Bill will

"How does she justify this crippling burden? It is a tax on prayer and care."

Mrs Thatcher: The community charge becomes a personal charge and I do not think the Church of England would wish to avoid a charge which all others pay.

Mr John Manton (Glasgow, Cathcart, Lab): In view of growing speculation that the poll tax in England is to be phased in over a five-year period, will she give an assurance that there will be no phasing in Scotland, but that full implementation will be delayed there until it is introduced in England and Wales?

Will she also give an assurance that the long title of the English and Welsh Bill will

allow amendment of the Scottish legislation by any change which may take place?

Mrs Thatcher: The legislation as it affects Scotland has gone through all stages and has passed into law, through all the proper procedures, and will be implemented exactly as it was intended. It is a matter for the United Kingdom Parliament.

Parliament today.

Commons (2.30): Questions: Scottish Office. Motion on pensioners' lump sum payments.

Lords (2.30): Debates: Family courts; the 1986 report of the Commission of the Metropolitan Police; Infant Life (Preservation) Bill, second reading.

That was how the previous consensus developed: when Churchill in 1951 realized that the country was not prepared to have the welfare state dismantled, nor all the nationalized industries denationalized.

That process could now take place in reverse, with the centre-left realizing that it has come to terms with what has been done by a right-wing government.

Such a consensus does not imply agreement on everything, but rather a limitation of the area of disagreement. It is an acknowledgment of what Sir Keith Joseph used to call the common ground. Unless there is such an acceptance of fundamentals, not even the work of the strongest government will outlast its lifetime.

If Mrs Thatcher is to change British life as profoundly as she hopes, either the Conservatives will have to rule for ever or her principal reforms will have to become part of the common ground.

So if Mr Kinnock succeeds in modernizing his own party he will at once and the same time be improving Labour's chances in the next election and consolidating Mrs Thatcher's achievement.

COMMENTARY



Geoffrey Smith

possibility of a new consensus.

That is a word to which Mrs Thatcher customarily takes the strongest exception. That is partly because she associates it with soggy compromise and partly because she came to power to break the previous consensus.

But a political consensus does not require an explicit agreement between the parties. It usually comes about when the opposition parties recognize that the electorate does not want all the work of a strong government to be undone.

Programmes for jobless gain applause from the minister

About 60 per cent of people taking advantage of Government ment-sponsored programmes for the unemployed went to jobs soon afterwards, Mr Norman Fowler, Secretary of State for Employment, told MPs at question time.

He said that 61 per cent of young people who left the Youth Training Scheme were in employment three months afterwards. Another 14 per cent went into further education or training.

The latest survey of people who had left the Community Programme showed that about 60 per cent of people had been in at least one job within a year of leaving.

Information was not yet available for those leaving the new Job Training Scheme, Mr Andrew Mitchell (Gedling, C), in a later question, said that 65 per cent of young people in his constituency on the YTS graduated to full-time employment. What steps were being taken to spread the good news more widely?

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Miss Hilary Armstrong (Durham North West, Lab

Treasury rejects tax concessions to help research

By Pearce Wright, Science Editor

The Inland Revenue has rejected the idea of introducing tax incentives to encourage industry to spend more on research and development, either directly in a company or in universities.

The decision comes after a comparison of the effects of existing financial inducements as a stimulus in Britain and her nine other main industrial competitors.

A report of the analysis concludes that "special fiscal incentives are not cost effective".

However, the team of analysts from the Inland Revenue and the Treasury say that as there are few examples of countries adopting additional special measures, the evidence is limited.

An exception is Australia where investment in research and development is 150 per cent deductible for projects within companies or to encourage work with universities.

The study separates the countries into three categories. Those that spend more than the United Kingdom on industrial research, and those that spend a similar or smaller amount.

The figures drawn from a survey by the Organisation for Economic Co-operation and

Development show the amount spent and the proportion it represents of that country's gross expenditure on all research and development.

In five countries, industry spent proportionately more than the £3.21 billion, 0.9 per cent, Britain spent on research and development. The five are the United States (£26.48 billion, 1.3 per cent), Japan (£13.21 billion, 1.6 per cent), Germany (£6.98 billion, 1.5 per cent), Switzerland (£0.98 billion, 1.8 per cent) and Sweden (£1.11, 1.5 per cent).

The proportion was the same in France (£3.64 billion, 0.9 per cent) and The Netherlands (£0.96 billion, 0.9 per cent). It was much lower in Canada (£1.11 billion, 0.5 per cent) and Australia (£0.19 billion, 0.2 per cent).

Nevertheless the Inland Revenue calculates that "the value of additional research spending generated by incentives is only worth one-half of the revenue forgone".

Commenting on the study, Mr Norman Lamont, Financial Secretary to the Treasury, said: "Now that industry is making record profits and the Government's policies have ensured stable, non-inflationary growth, the prime need is for industry to make its own investment in the

future by spending more on research and development.

"The figures show this is a distinguishing feature of the most successful economies."

The decision, which has rejected the possibility of such tax incentives giving a boost to university research, has disappointed the Committee of Vice-Chancellors.

The House of Lords select committee on science and technology includes the idea of tax inducements among proposals made to the Government in a report on stimulating research.

Indeed, the peers first urged the Government in its 1985 report to bring in special tax reliefs, and repeated its recommendation in the latest investigation into the crisis in British science.

But the decision is a further reflection of the Government's attitude against any additional public spending on research and development. A senior Westminster source described the Government's attitude as "the stick approach" of forcing industry to spend its own money on research rather than "the carrot approach".

Fiscal Incentives for R & D Spending (Inland Revenue Reference Room, Somerset House, London: £15).

Hereditary clue to cause of cot death

By Thomson Prentice, Science Correspondent

Researchers investigating sudden infant death syndrome, or cot death, believe inherited defective enzymes may be a cause of some cases.

Babies at risk could be treated by dietary control or vitamin supplementation, but identifying those who are vulnerable remains difficult, specialists will be told at a conference today.

About one in 500 live births eventually results in cot death, but in families where such a death has occurred, the incidence increases to about one in fifty, strongly suggesting a hereditary factor.

Severe fatty changes in the liver is known to occur in a small proportion of cot-death babies, and some deaths may be due to a defect in one of the flavoprotein enzymes concerned with fatty acid breakdown.

This defect may be passed from generation to generation.

Research is going on in a number of British universities and hospitals to try to determine the incidence of the defect and to improve methods of detecting those families at risk.

Detailed studies of sudden infant death, "near miss" episodes, and the siblings of affected infants are being carried out to identify inherited

errors of metabolism.

As many as 2,000 babies a year in Britain succumb to cot death, but a wide range of factors are believed to be involved. The risk is greatest between the age of two and four months, and ceases after the age of one year.

Dr Douglass Turnbull, of the neurology department at Newcastle University, believes that if a genetic mutation occurs in one of the enzymes, its activity changes, leading to an error in the body's metabolism.

"We already know that defects in other enzymes may lead to muscle weakness, neurological diseases, and low blood sugar levels", he said yesterday.

"By identifying babies at risk from inborn errors of this kind it should be possible to protect them by giving them regular carbohydrate-rich feeds."

"However, it is difficult to screen families for this defect. It is an exciting field but a lot more research is needed and we don't want to raise hopes until we have a better understanding of the subject."

The research is being discussed at a meeting of the Biochemical Society at Kent University, Canterbury, today.

Caning case may go to Strasbourg court

By David Cross

The mother of a boy aged 13 who was caned for not doing well enough in his examinations may seek redress through the European Court of Human Rights in Strasbourg after a British judge's decision to acquit the headmaster who administered the punishment.

Mr John Pearman, headmaster of Friern Barnet Grammar School, north London, had been accused of assault.

Mr Tom Scott, education secretary of Stopp, the Society of Teachers Opposed to Physical Punishment, said yesterday that he had advised Mrs Terry Towner, of Crouch End, north London, to seek compensation in Strasbourg.

Mr Scott said that the ruling by Judge Horden at Knightsbridge Crown Court

on Monday that evil intent as well as injury had to be proved if a teacher were to be convicted was "extraordinary".

Corporal punishment in English state schools will shortly be outlawed under the Education (No. 2) Act 1986. But corporal punishment in private schools will still be permitted.

The Professional Association of Teachers said yesterday that they were delighted with the acquittal of Mr Pearman, who is a member of the association.

Other teacher associations, including the National Union of Teachers, the National Association of Head Teachers and the Secondary Heads Association have come out against the use of corporal punishment.

Cash hope for rented housing

By David Cross

Private investment could enable housing associations to double each year the number of homes for rent for people who urgently need them, according to the Housing Corporation.

In its annual report published today, Sir Hugh Cubitt, chairman of the corporation, says the "possibilities are great if methods of financing can be devised which prove genuinely attractive to investing institutions as well as being socially supportive".

Sir Hugh welcomes a scheme approved by the Treasury last autumn to combine index-linked mortgages from building societies and public investment in the form of land provided by a local authority, and a housing association grant made available by the corporation.

"We hope that this is but the start to what will become a generally accepted method of funding housing association development by combining finance from institutions in the private sector with an element of subsidy sufficient to allow rents to be set at levels which can be afforded by the tenants for whom the homes are intended", he says.

The report shows that the Housing Corporation invested £879 million of public money last year to enable 24,173 homes for rent and 7,555 homes for sale to be completed by associations. A further 22,574 new and improved homes were approved for development.

Royal barn for crafts

The Queen has agreed to hand over a farm barn and other outbuildings on the Sandringham estate which may be turned into craft workshops by unemployed young people.

The Queen has already supplied a farm building at Wolferton, Norfolk, which has been converted into an off-the-job training centre.

£1.5m damage in shops fire

Fire destroyed property worth £1.5 million in the centre of Mansfield, Nottinghamshire, yesterday.

The blaze started in a Chinese restaurant and then spread through a row of shops

Labour looks to Westminster women



Ladies' Day at Westminster for Mr Neil Kinnock and Labour's women MPs. Back row, from left, Joan Raddock, Clare Short, Audrey Wise, Hilary Armstrong, Harriet Harman, Mo Mowlam, Joan Walley, Joan Lester, Ann Taylor and Betty Boothroyd. Front row, Dawn Primarolo, Alice Mahon, Margaret Beckett, Diane Abbott, Jo Richardson, Ann Clwyd, and Lilo Golding. Gwyneth Dunwoody, Maria Fyfe, Mildred Gordon and Joyce Quin complete Labour's team of 21 women members, the front line in the Labour leader's fight for women's votes (Photograph: Denzil McNeelance).

Chemists want no-fault compensation scheme

By Jill Sherman
Social Services
Correspondent

High street chemists have called for a no-fault compensation scheme so that victims of adverse drug reactions can get speedy automatic compensation.

The Pharmaceutical Services Negotiating Committee, which represents 11,000 chemists, fears that the rapidly increasing use of generic rather than brand name drugs will mean that under the new

Consumer Protection Act chemists will be liable for personal damage rather than manufacturers, who may be difficult to trace.

The committee says the no-fault scheme would avoid lengthy and costly litigation and could be funded by establishing a compensation pool based on 2 per cent of the cost of each generic health service prescription.

The estimated total cost of £6.4 million a year, funded by the Government, would be less than the cost of reimbursing

chemists and doctors' increased insurance premiums. If the scheme was extended to cover all drugs it would cost more than £32 million.

Mr Alan Smith, chief executive of the negotiating committee, said yesterday that the Act, which comes into effect next July, will protect neither the chemist nor the patient.

Under present legislation the patient has to sue the retailer, then the wholesaler and finally the manufacturer, but damages can be awarded

only if negligence is proved. Under the proposed law the consumer will be able to bypass the first two stages and sue the manufacturer directly, whether negligence is proved or not.

However, the chemist becomes liable regardless of blame if the manufacturer is not named on the drug packaging, as in generic prescriptions, and cannot be traced. Mr Smith says that it would be costly and impractical to keep extensive records for more than 120 million

generic prescriptions a year. Although chemists are insured against liability, as most are limited companies the patient will not receive anything like the high awards now being awarded for medical negligence.

Mr Smith said: "The rationale behind the new law was to ensure that the manufacturers were liable because they were in the best position to insure and pay damages. The Act is designed to protect the consumer but it may have quite the reverse effect."

WHO HAD THE RIGHT FORMULA FOR FISON'S?

When Fisons' FSA Laboratory Supplies heard about the new Job Training Scheme they were quick to investigate.

They weren't, however, looking for just anyone.

The person they required would have to be conscientious, methodical and show genuine interest in laboratory work.

And that's why we recommended 23 year old Andrew Harrison.

A trainee, who after an in depth interview by us, proved to be just the person for Fisons.

Andrew's case is not an exception. Because everyone who joins the new Job Training Scheme is thoroughly assessed prior to their placement.

This allows us to set up a training programme tailor-made for the individual. And a selection process designed to find the most suitable person for you.

The new Job Training Scheme found the right person for Fisons. We can find the right person for you. For more information phone 0800 400 402. Free of charge.



HELPING YOU BRIDGE THE SKILLS GAP

ACTION FOR JOBS

MSC

Off the Record says that detective agencies undertaking checks for companies seeking fidelity bonds are somehow able to obtain information from police records.

There are now so many "exceptions" of jobs or licences where if a person applies he has to disclose previous convictions even if "spent", that the Act has become meaningless in many areas where it matters most.

Lady Seear, leader of the Liberal Party in the Lords and chairman of Apex Trust, calls in an introduction to the book for urgent all-party action to ensure the Act does justice to the former offender it is supposed to help.

Off the Record (John Clare Books: £5.95).

Rehabilitation of offenders

Law on disclosure 'abused'

By Peter Evans, Home Affairs Correspondent

Police, detective agencies, insurance companies and employers are abusing a parliamentary Act intended to wipe the slate clean for more than a million former offenders, according to a book commissioned by Apex Trust.

The trust specializes in employment for people with a criminal record.

The Rehabilitation of Offenders Act, which became law 13 years ago this month with the support of all political parties, is ineffective, Bryan Reed says in a book, *Off the Record*, published today.

The Act gave former offenders with sentences ranging from fines up to 30 months in prison the opportunity to erase their criminal records by not

committing an offence for a stated number of years.

The record would still be kept by the police, but it could no longer be disclosed or used against the person concerned except when applying for jobs where the nature of the offence could preclude employment, such as a sex-offender working with children.

The Act should have meant that former offenders with spent convictions who became "rehabilitated" could apply for jobs without disclosing those convictions and without the fear of prospective employers finding out about them, and could be sure that new communities in which they lived could not hear about their past life.

s Kinnock

changing of ships which are in British ships with the British flag. Mr Thatcher: Let me explain the word "flagship" by "redemption".

Jamaica streets please Thatcher



Is for church

MENTARY

OFFICIAL

HOGG ROBINSON SHAREHOLDERS

YOUR BOARD IS STRONGLY RECOMMENDING YOU TO VOTE IN FAVOUR OF THE DEMERGER

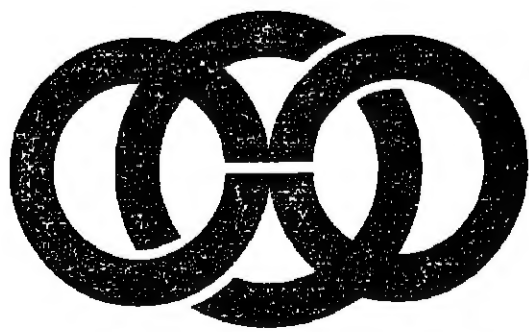
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WORLD SUMMARY

Third party stuns Canadian politics

Ottawa — The Canadian political landscape has undergone a significant change with the stunning victory of the left-wing New Democratic Party in all three federal by-elections held on Monday (John Best writes). The NDP's sweep appeared to bear out recent opinion polls which put it ahead of both the ruling Conservatives and the Liberals.

The victories underlined the possibility of a first socialist win in the federal general election expected next year or in 1989. Two of the seats won by the New Democrats — in St John's, Newfoundland, and in the northern Yukon Territory — were long-time Conservative strongholds. The third, in the industrial city of Hamilton, Ontario, was retained for the NDP by Mrs Marion Dewar, a former mayor of Ottawa.

Standings in the 282-seat House of Commons are now: Conservative 208; Liberals 40; NDP 33; and Independent 1.

Inquiry on flood plea Hearing postponed

Rome — A judicial inquiry into Italy's alpine flood disaster seems likely after criticism about official neglect, informed sources said yesterday in Rome and in the border town of Sondrio (Roger Boyes writes).

The Green Party, newly elected to the Italian Parliament and a possible partner in the future government of Prime Minister designate Signor Giovanni Goria, have accused the Civil Defence Ministry of being responsible for the death of more than a dozen Italians because of neglect.

Other human factors including illegal cultivation, badly supervised irrigation and the diversion of funds away from the waterways budget would also be investigated by such a commission.

Mitterrand at bedside

Madrid — President Mitterrand of France arrived yesterday in Gerona to be with his son Gilbert and two of his grandchildren, all seriously injured in a car crash in Catalonia, north-eastern Spain earlier in the day (Richard Wigg writes).

The President flew direct from Paris, accompanied by other members of his family and three doctors, and as he arrived his granddaughter Justine, aged six, was being operated upon in a local hospital. Her condition was grave. M Gilbert Mitterrand and his other daughter Pascale, aged nine, were said to be out of danger. All three were seriously injured when the Peugeot 205 they were travelling in was in collision with another car driven by a 50-year-old Catalan woman, who was killed.

Tamils are Reactor sceptical concern

Delhi — Tamil leaders are sceptical about Sri Lanka's proposal for ending the island's violent ethnic conflict (Gavin Bell writes). An Indian delegation briefed Tamil groups in Madras yesterday on the plan for an autonomous state made up of the predominantly Tamil northern and eastern provinces.

A Tamil spokesman said the plan would require careful study before negotiations could begin. Officials of several Tamil groups, which have been fighting for a separate state in the north of the island, were convinced the Sinhalese majority would veto the plan. They were also concerned about reports of a build-up of government forces around besieged Tamil strongholds.

Walking on water

Gibraltar — It takes seven hours to walk across the Strait of Gibraltar from Africa to Europe, Californian lawyer Daniel Hodes proved after he journeyed on foot over water from the Spanish enclave of Ceuta to the Rock yesterday (Dominique Searle writes). With an 11 foot plastic pontoon fitted on each foot, paddle in hand and rocking himself in strides across a calm sea, Mr Hodes finished his historic crossing with the lunar statement: "It's one small step for man, but giant leap for lawyers everywhere". Money raised by the walk is for the Rock's cancer rehabilitation centre.

Bourguiba's 30 years in charge

Uncertain outlook in Tunisia

From Susan MacDonald, Tunis

The sky is blue, the sun is roasting hot and most of the holidaymakers are lobster-coloured. The plush hotels which accommodate plane-load after plane-load of tourists are full to overflowing, so that Tunisians catering for the tourist trade — one of the country's principal industries — are happy despite the stagnating political scene as President Bourguiba this week celebrates 30 years in power.

Economically, last year was bad. People were frightened off by the American bombing of neighbouring Libya, and prices were not competitive. But a 10 per cent devaluation of the dinar has brought the tourists back, and Colonel Gaddafi, feeling the pinch of isolation, is out to woo both Tunisia and Algeria, his other neighbour to the west.

Tunisia's growing economic woes were exacerbated by the row two years ago when Libya expelled 30,000 Tunisian immigrants and Tunisia closed her Libyan border. Things here look more hopeful now, although Tunisians remain very wary of the Colonel.

Tunis could be any pretty Mediterranean town, with casually-dressed people strolling in the streets. But appearances are deceptive. More than 50 per cent of the population is aged under 25, and it is unofficially estimated that up to half are out of work.

The young man selling carpets in the Souk described the situation as worse than bad. "I left school at 12 years old to come and work in the Souk."

My cousin finished school, went to university, obtained a degree and is now out of work. His friends, too, can't find a job. He says to me, "Ali, you are the clever one in the family — you didn't waste time with education."

President Bourguiba, although 83 years old and physically frail, continues to rule the country, often literally propped up by an immediate circle of politicians, while opposition and independent voices are suppressed. The failure of "the mighty warrior", as he is known, clearly to define how Tunisia will be governed after his death is causing serious concern both inside and outside the country.

The Prime Minister, Mr Rachid Sfar, told *The Times* that the foreign press was exaggerating this problem and that his philosophy would live on even after he was gone. Legal opposition parties, he said, could not be allowed to function freely until they had learnt to play the game. "We are trying to teach them the rules of real democracy," he said. These rules include no criticism of the President, who is considered above reproach.

One of the chief opposition leaders, Mr Ahmed Mestiri, aged 62, a former Government minister, was imprisoned last year and this year has the threat of a prison sentence hanging over him to deter him from becoming politically too active. An attempt by one of the big trade unions to distance itself from the Government saw the imprisonment of

its leader, Mr Habib Achour, and the dismissal of other members.

Because of this situation, it is not surprising that there are young people and intellectuals who turn to the extremist groups, including the Muslim fundamentalists, as a means of expressing their frustrations.

Equally dangerous is the Government's attempt to silence the Tunisian League for the Defence of Human Rights, which it accuses of becoming a political body.

The league had pleaded for the release of Mr Achour — who was in fact freed last month and placed under house arrest — who has criticized the conditions of detention of the hundreds of Muslim fundamentalists arrested in March while at the same time distancing himself from their beliefs.

Its secretary general, Mr Khemais Chamari, was imprisoned for three weeks in May, when his detention led to an international campaign for his release. Although now free, he also still faces the possibility of a prison sentence at a trial scheduled for October.

Violent riots over price increases in 1978 and 1984, which left hundreds dead and injured and hundreds more imprisoned, show that Tunisia is capable of exploding.

Mr Sfar feels he has the situation in hand, but the fickle tourist trade is just one example of what can happen if he is wrong.

Mujahidin thwarted by lack of missiles

Pakistan muzzles Afghan hill warriors

The Afghan Mujahidin are better armed than ever before. But in his concluding report, Gavin Bell reveals that Pakistani fears are preventing them from taking the offensive.

A stroll through the bazaars of Peshawar, the capital of Pakistan's North West Frontier Province, provides a remarkable sight.

It is this: the proud, austere figures of Mujahidin, striding along in their shalwar kameez, the baggy trousers and flowing shirts that have become a



symbol of the Afghan resistance — but without a single firearm or hand-drawn among them.

The absence of military hardware in the streets of the old Afghan winter capital is the most visible sign of Pakistan's determination to control as far as possible the war spilling over its borders less than 30 miles away.

Restrictions on the carrying of weapons are perhaps a small price to pay for a safe haven in which to rest from the fighting and secure fresh arms. Of more strategic importance is Pakistan's attempts to influence the conduct of the war inside Afghanistan.

There are striking parallels with the Palestinian guerrilla campaign against Israel. Pakistan is understandably nervous about the presence of millions of refugees and well-armed fighters on its territory, and mindful of how the Palestinians assumed control of parts of Beirut and south Lebanon in similar circumstances.

It is also deeply afraid of retaliation by a superior power, in this case the Soviet Union. Hence its resolve to maintain firm control over the Mujahidin in Pakistan, and to regulate their activities across the border through close supervision of their arms supplies.

The resistance has a large quantity of captured Soviet and Afghan weaponry, but relies heavily on Chinese assault rifles, ammunition, armor-piercing grenades and multiple rocket launchers shipped through Pakistan. Re-



Dr Najib, right, walking behind two Soviet soldiers laying a wreath at the tomb of the unknown soldier in Moscow.

cent supplies of American Stinger and British Blowpipe and aircraft missiles follow the same route. It is in the distribution of these imports, vital to the Mujahidin war effort, where Pakistan exerts its greatest influence.

Mr Omar Sherdil, a leading figure in the Jamiat Islami (Islamic Alliance), one of the two biggest resistance groups, explained how it works: "When the Russians launch an offensive near the border, as they did last month, the armoured are thrown open and our men defending the area. But when we want to advance,

to go on the attack, the arms supplies dry up."

In essence, the strategy ensures that Mujahidin bases along the border are well defended, providing a bulwark against Soviet forces, but inhibits any important guerrilla offensive which could provoke Soviet retaliation.

President Zia of Pakistan is telling anyone who cares to listen that "news pertaining to the supply of arms for Afghan Mujahidin through Pakistan is baseless... Pakistan has a clear viewpoint that the weapons should not be funnelled through our territory". This

remarkable statement was made in Karachi while this correspondent was accompanying a big arms convoy from Pakistan to Mujahidin bases inside Afghanistan. President Zia is in the unenviable position of covertly defying a superpower — repeated air raids in Pakistani border areas underline the danger — and he is doing the best he can to cover his rear.

President Zia's regime is amply rewarded for its pro-Western stance with a prodigious array of American fighter aircraft and other sophisticated weaponry. It is also deriving more discreet

benefits from the Afghan War. US Intelligence sources report that a large number of Stingers destined for the resistance have gone "missing" in Pakistan. Of some 600 shipped by the CIA last year, only 200 were delivered.

The military expert says: "The war will change only when the Mujahidin are allowed to use these missiles to their full potential. You can look at it another way... every Stinger that reaches the Mujahidin means that at least one family is left alive in Afghanistan."

Concluded

Najib offers power-sharing deal to Kabul opposition

From Mary Dejevsky, Moscow

The leader of the Soviet-backed regime in Afghanistan, Dr Najib, said yesterday that his party was prepared to share power with representatives of opposition groups, and offered them 22 ministerial-level posts in a government of national unity.

Dr Najib — who arrived in the

Soviet Union unexpectedly on Sunday — made his offer at a press conference in Moscow.

Emphasizing that his policies had the full support of the Soviet leadership, Dr Najib listed the 22 posts he was placing at the opposition's disposal.

They included the positions of vice-president, deputy prime min-

ister and foreign minister, as well as a number of economic and social portfolios.

He also indicated that if his own occupancy of the post of leader of the ruling party became an obstacle to a settlement of the Afghan problem, he might consider stepping down.

At no time did he suggest, however, that the dominant position of

the Communist Party would be weakened; nor did he hold out any hope of multi-party elections in the near future.

The concessions offered yesterday are the latest in a long sequence that began shortly after Dr Najib took power.

Dr Najib has recently strengthened his campaign to persuade the

estimated three million Afghans living abroad to return home.

To date, he has offered an end to the persecution of former opponents of the regime; freedom for political parties other than the Communist Party to operate; extra assistance for exiles agreeing to return; and a new constitution guaranteeing political and religious freedom.

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ACTION FOR JOBS

Squeeze on Iran: Western action • Gorbachov offer • Hezbollah protest • The Resolution

Pressure grows for UN ceasefire mission

From Zoriana Pysariwsky, New York

Señor Javier Pérez de Cuellar, the United Nations Secretary-General, was under mounting pressure yesterday to embark on a special mission to arrange a ceasefire in the Gulf War.

The push followed the adoption of an unprecedented Security Council measure which threatened sanctions against the two combatants unless they disengaged from the conflict.

Although Señor Pérez de Cuellar is known to have pencilled in a trip to the region next week, after a visit to Ethiopia, he is understood to be wary of being blamed for failure. The US reflagging of Kuwaiti ships is seen in most circles as an unwise effort that would close the diplomatic window prematurely. This view was particularly held among council members who would like to make it easy for Iran to accept the ceasefire demand gracefully.

But diplomats said that the threat of an international arms blockade against Iran would provide the Secretary-General

with a most effective card to play.

Iran showed no signs of reconsidering its determination to pursue the war until the collapse of President Saddam Hussein's regime in Iraq.

Tehran Radio yesterday said Iranian ministry officials had dismissed Resolution 598, describing it as null and void, and had accused the Security Council of failing to live up to its responsibilities.

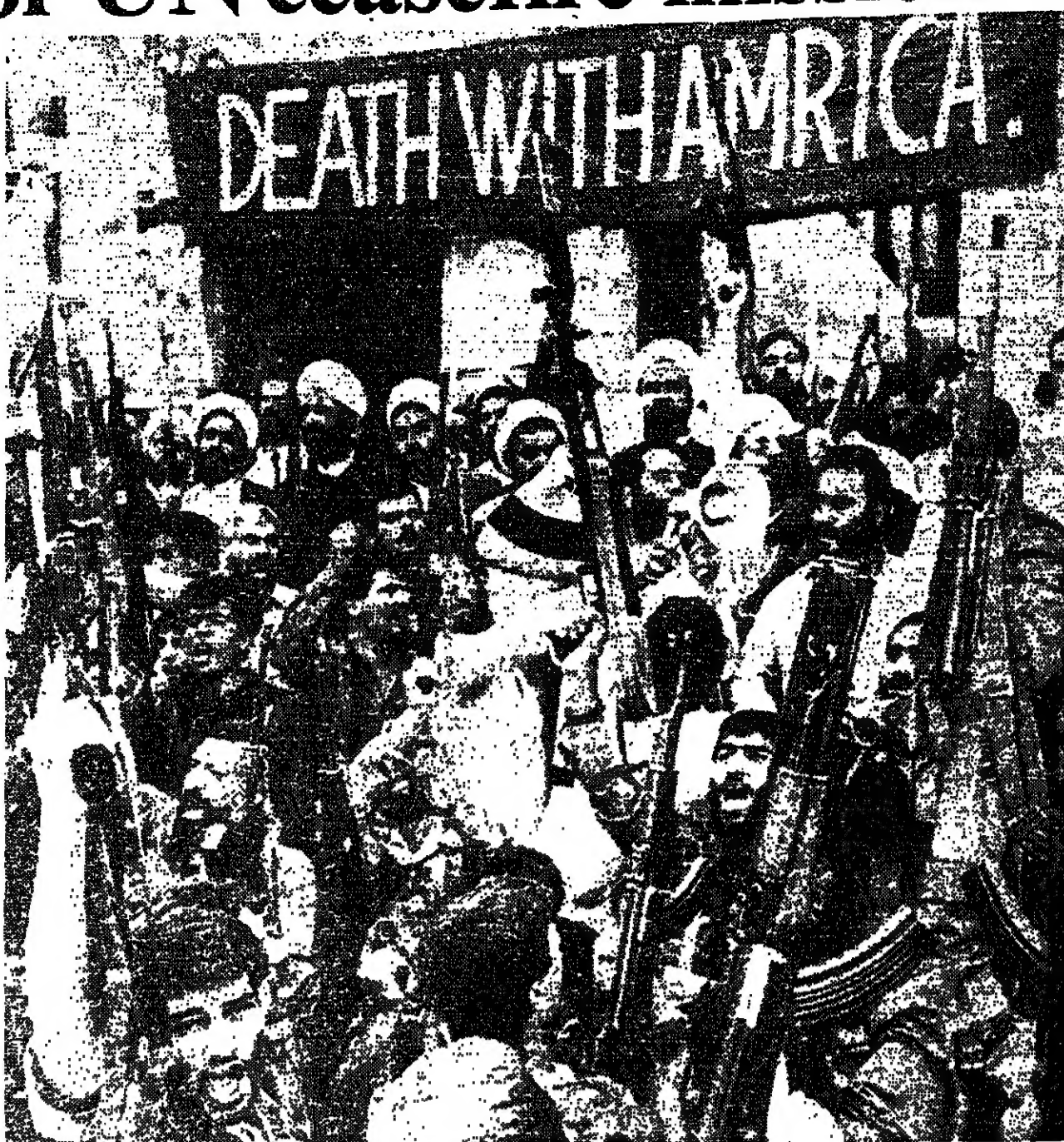
The broadcast also said that Iran would not be deterred by the American reflagging of 11 Kuwaiti tankers and the Reagan Administration would learn to regret its aggressive posture in the Gulf.

Both Mrs Thatcher and Mr Reagan during their meeting last week in Washington made statements urging Señor Pérez de Cuellar to visit Iran and Iraq in his continuing efforts to mediate in the conflict. The council resolution, which is clearly targeted at Iran as the combatant so far unwilling to

enter into a truce, entrusts the Secretary-General with the task of arranging a ceasefire and provides him with sweeping mediation guidelines.

Although skillful US manoeuvring had turned the council session, attended by seven, mostly Western, foreign ministers, into a Western showcase of solidarity in the Gulf, diplomats said the Iraqis were aware that Moscow was the first to join Washington in coming out squarely behind the idea of sanctions. They said that US-Soviet antipathy was not likely to be taken lightly by Tehran.

The resolution requests the Secretary-General to dispatch UN observers to verify, confirm and supervise the proposed ceasefire and withdrawal of forces to internationally recognized boundaries. It also provides for the repatriation of prisoners-of-war, aid for reconstruction and an inquiry to look into the causes of the conflict.



Members of the fundamentalist pro-Iranian Hezbollah group demonstrating yesterday in the streets of Baalbek, in eastern Lebanon, against France and the United States. They vowed to turn the Gulf waters into the "gravesides of Americans".

Muslim extremists warn France

From A Correspondent, west Beirut

Thousands of Iranian-backed Muslim fundamentalists took to the streets of the Lebanese town of Baalbek yesterday to threaten France with terrorist attacks and vow to turn the waters of the Gulf into a grave for Americans, reminding Washington of the Beirut suicide attack in 1983 that killed more than 200 Marines.

More than 3,500 Hezbollah (Party of God) gunmen and Iranian Revolutionary Guards clergy and women in black chadors shook their fists in anger and contempt for France over its decision to break diplomatic ties with Tehran and for the United States for hoisting its flag on Kuwaiti tankers in the Gulf.

Mr Subhi Tleili, a senior Hezbollah official, told the crowd: "The Security Council decision (on ending the Iran-Iraq War) is a devilish one and aims at declaring war on the Muslims. This rally is the first day of our battle against evil. We will turn the waters of the Gulf into graves for the bodies of the Americans and others."

"We have no reason to sever diplomatic relations with Iran", he said. "We cannot

always simply follow France when it takes a diplomatic step".

● PARIS: The stalemate in Franco-Iranian relations continued yesterday with French officials talking of the possibility of the affair dragging on for weeks or months (Diana Geddes writes).

● BONN: West Germany would support France in its dispute with Iran but would not break off diplomatic relations with Tehran, Herr Helmut Schuster, Minister of State in the Foreign Ministry, said yesterday (John England writes).

Herr Hans-Dietrich Genscher, the West German Foreign Minister, would make that position clear to his Iranian counterpart, Mr Ali Akbar Velayati, when he visits Bonn tomorrow. West Germany would try to seek a peaceful solution by exercising careful influence and trying to make the best of the situation.

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Complete text of Security Council Resolution 598

New York (Reuter) — The full text of Resolution 598 demanding a Gulf War ceasefire that the United Nations Security Council adopted on Monday: The Security Council,

Reaffirming its Resolution 582 (1986),

Deeply concerned that, despite its calls for a ceasefire, the conflict between Iran and Iraq continues unabated, with further heavy loss of human life and material destruction,

Deplored the initiation and continuation of the conflict,

Deplored also the bombing of purely civilian population centres, attacks on neutral shipping or civilian aircraft, the violation of international humanitarian law and other laws of armed conflict, and, in particular, the use of chemical weapons contrary to obligations under the 1925 Geneva Protocol,

Deeply concerned that further escalation and widening of the conflict may take place,

Determined to bring to an end all military actions between Iran and Iraq,

Convinced that a comprehensive, just, honourable and durable settlement should be achieved between Iran and Iraq,

Recalling the provisions of the United Nations Charter and in particular the obligation of all member states to settle their international disputes by peaceful means in such a manner that international peace and security

and justice are not endangered,

Determining that there exists a breach of the peace as regards the conflict between Iran and Iraq,

Acting under Articles 39 and 40 of the Charter of the United Nations,

1. Demands that, as a first step towards a negotiated settlement, Iran and Iraq observe an immediate ceasefire, discontinue all military actions on land, at sea and in the air, and withdraw all forces to the internationally recognized boundaries without delay,

2. Requests the Secretary-General to dispatch a team of United Nations Observers to verify, confirm and supervise the ceasefire and withdrawal and further requests the Secretary-General to make the necessary arrangements in consultation with the parties and to submit a report thereon to the Security Council,

3. Urges that prisoners of war be released and repatriated without delay after the cessation of active hostilities in accordance with the Third Geneva Convention of 12 August, 1949,

4. Calls upon Iran and Iraq to cooperate with the Secretary-General in implementing this resolution and in mediation efforts to achieve a comprehensive, just and honourable settlement, acceptable to both sides, of all outstanding issues, in accordance with the principles contained in the

Charter of the United Nations,

5. Calls upon all other states to exercise the utmost restraint and to refrain from any act which may lead to further escalation and widening of the conflict, and thus to facilitate the implementation of the present resolution,

6. Requests the Secretary-General to explore, in consultation with Iran and Iraq, the question of entrusting an impartial body with inquiring into responsibility for the conflict and to report to the Security Council as soon as possible,

7. Recognizes the magnitude of the damage inflicted during the conflict and the need for reconstruction efforts, with appropriate international assistance, once the conflict is ended and, in this regard, requests the Secretary-General to assign a team of experts to study the question of reconstruction and to report to the Security Council,

8. Further requests the Secretary-General to examine in consultation with Iran and Iraq and with other states of the region, measures to enhance the security and stability of the region,

9. Requests the Secretary-General to keep the Security Council informed on the implementation of this resolution,

10. Decides to meet again as necessary to consider further steps to ensure compliance with this resolution.

The Iran-Contra hearings

Poindexter tells of Soviet threat

From Michael Binyon, Washington

Rear-Admiral John Poindexter said yesterday that the Reagan Administration did not consult Admiral William Crowe, the chairman of the Joint Chiefs of Staff, before secretly selling arms to Iran.

But, he said in completing his testimony to the Iran-Contra hearings, officials were very careful to adjust the quality and quantity of weapons shipments to avoid having a decisive impact on the outcome of the Iran-Iraq War.

Admiral Poindexter also said the US told Iran about the threat the US saw from the Soviet Union to Iran's northern border, and that the Russians had contingency plans for an invasion. "In our view, there wasn't any way that the Soviet Union could allow Iran to win the war against Iraq," he said. The US wanted a solution preserving existing boundaries.

He said, to the surprise of several committee members, that the National Security Council was worried at this time that Iran might lose the war. So the US had to play a "very careful balancing game". He said President Reagan agreed to provide Iran with very limited intelligence



Admiral Poindexter during his testimony yesterday

to convince it that it was futile to try to defeat Iraq.

Admiral Poindexter denied, however, that the US had promised Iran that it would help to depose President Hussein as Mr Albert Hakim, the business partner of General Richard Secord, is reported to have told the Iranians.

The Admiral said Mr George Shultz, the Secretary of State, and Mr Caspar Weinberger, the Secretary of Defence, showed little interest in the hostage issue. He said that, as human beings, the two men were concerned, but the hostages were not a high priority for their respective departments.

But he said Mr Donald Regan, the former White House Chief of Staff, was "supportive" of the January 1986 presidential document authorizing the sale of arms to Iran. He defended the

unpopular Mr Regan, saying he did not interfere too much in national security affairs and had got "a bum rap" (a bad deal) over the affair.

Admiral Poindexter, who on Monday defiantly said he had no regrets over or apology to make for his actions, yesterday admitted he did regret allowing President Reagan to sign the earlier December document on the arms transfer because it was not properly prepared. He said he was acting under pressure at the time. But the document, which he destroyed, did not deal with any future policy.

He angrily denounced as "absolutely false and outrageous" a suggestion that Lieutenant-Colonel Oliver North had been involved in the attempted assassination of Señor Eden Pastora, a former Contra leader.

Sir Nicholas Henderson, page 12

Admiral's evidence of balancing act

A partial text of Rear-Admiral Poindexter's testimony yesterday to the congressional committee in Washington.

Senator Howell Heflin (Democrat, Alabama): ... In regard to the arms sale to Iran, did anyone seek the advice or the input of the Chairman of the Joint Chiefs of Staff (Admiral William Crowe), our top military man, as to the decision whether or not we should sell arms to Iran?

Poindexter: Senator, no we did not. The Secretary of Defence (Mr Caspar Weinberger) was fully involved in the decision and he certainly had the opportunity to talk to the Chairman if he wanted to ... In the decisions of arms and the type of arms, we were very careful to adjust both of those items so as not to have an impact on the (Iran-Iraq) war. For example, other kinds of weapons were requested with which we would not agree ... We pointed out to them (Iran) the threat that we saw from the Soviet Union on their northern border, the fact that the Soviets have contingency plans and train for an invasion across the border, and that in our view there wasn't any way that the Soviet Union could

allow Iran to win the war against Iraq ... We told them that we didn't want them to win the war, and we didn't want Iraq to win the war. We wanted a negotiated solution in which the territorial boundaries of both countries were preserved ... And there has been some concern that Iran might lose. So it was a very careful balancing game. One of the reasons that the President agreed to provide some very limited intelligence to the Iranians was to convince them that it was a futile effort in the war with Iraq. You must recall that Iraq started this war by an invasion across the border ... when (President) Saddam Hussein thought that he had an opportunity for some easy win. Now ... Iraq had indicated they would be prepared to end the war and Iran has been the one that has refused to sit down at the negotiating table ...

Representative Bill McCollum (Republican, Florida): Did they (Mr George Shultz, Secretary of State, and Mr Weinberger) offer any alternatives to the President (at a meeting on December 7, 1985) about how we might do it, other than this Iranian plan that you were engaged in, or wanting to engage in, at that time?

They did not. ... At any time after that, did they?

No, nor to my recollection any time before that. The NSC staff, I feel, was the driving force from the very beginning in trying to figure out how to get the hostages back. I don't mean to imply that other departments and other officials in the Government were not concerned about the hostages, but very frankly I don't recall a single recommendation from those two departments on initiatives to accomplish the objective ... I just don't think that their staff had this as a high-priority item on which they were working and coming up with options. Both Shultz and Secretary Weinberger, as officials of the Government and as human beings, are certainly concerned about the hostages. But the fact is they did not come up with any initiatives ...

When we got around to the 17 January finding, the final version, my recollection is that Don Regan (former Chief of Staff) was very supportive of it ... I think that Don Regan got a bum rap earlier in his time as Chief of Staff for interfering too much in the national security area. He certainly did not when I was National Security Adviser. And he was very careful not to. Not that he wasn't interested, but he recognized that the President wanted the National Security Adviser to report directly to him, and he accepted that.

Zimbabwe terminates Zambian power deal

From Jan Raath, Harare

Zimbabwe has decided to terminate a 28-year-old system of importing electricity from its northern neighbour, Zambia, revealing the difficulty of getting economic agreements to work in a region stricken by economic crises, drought and lawlessness.

Power industry sources here said that negotiations between the two countries' electricity supply authorities broke down earlier this month after the Zimbabwean delegation rejected a "take-it-or-leave-it" offer for renewal.

Zambia is now left with more than half its power generating capacity of 1,740 megawatts falling in largely expensive hydroelectric power stations running on standby, and the loss of a significant part of its export earnings — £11 million last year — only 11 weeks after negotiations for a desperately-needed loan from the International Monetary Fund were abandoned.

Mr Robert Mugabe, the Prime Minister of Zimbabwe, and President Kaunda of Zambia had an unexpected meeting at Victoria Falls in northern Zimbabwe yesterday. The power issue was not mentioned in the announcement of the talks — only 17 days after Mr Mugabe returned from a four-day visit to Zambia — but observers noted that in both delegations were the respective ministers of power.

Developed in the 1950s to meet subsequently unmet industrial expansion, Zambian power fuelled the Rhodesian economy throughout the UDI period, but since independence Zimbabwe has been progressively boosting its own capacity and reducing its offtake from Zambia.

"Some sort of arrangement for taking power when we needed it would have been ideal, as we can only just meet our own needs comfortably now," one Zimbabwean source commented.

Bonn backing the customer over longer shopping hours

From John England, Bonn

Shops at Frankfurt and West Berlin airports, as well as at Berlin's main railway station, can now stay open from early morning until late evening. Herr Martin Bangemann, the West German Economics Minister, has announced.

The stores will trade from 6 am until 10-11 pm under a "special offer" made by Bonn nearly a year ago. But that is giving no comfort to millions of West Germans and West Berliners who are constricted by the retail trade's normal business hours.

A 30-year-old law, the Ladenschlussgesetz, says that

● Shopping after work is a hectic race against time ●

shops must close at 6.30 pm Monday to Friday, and at 2 pm on Saturdays except for the first in each month.

The Government, spurred by the liberal Free Democratic Party (FDP), Chancellor Kohl's junior coalition partners, now wants to amend the law to allow Thursday or Friday trading until 9-9.30 pm.

But in a heated debate that is being called a "holy war", the politicians, supported only by consumer groups, are faced by a solid anti-extension front of most of the country's 2.3 million shop assistants, the retail two trades unions, the retail

trade association and, providing flanking fire, the Social Democratic Party.

Both sides have dug in for what is certain to be a long and bitter conflict over an issue that has raised its controversial head before during the last three decades, but has always been defeated. This time, however, the FDP insists, the Government will not back down, although it is open to a compromise.

West Germany's strict shop trading hours are a curious hiccup in a country where everyday life for most people is otherwise comfortable and convenient. The trains run on time, letters are usually delivered the next day, the food and service in pubs and restaurants is good and shop assistants are invariably knowledgeable and polite.

But weekday after-work shopping for the family supper (like the French, most West German women prefer to buy fresh food daily), especially for the country's eight million working women, is a hectic race against closing time. The FDP says that the present trading hours are not only grossly unfair to such customers, but also a blatant restriction of free enterprise.

They are confronted, however, by grimly determined opposition from the shop assistants' main trade union which claims that 98 per cent

Reagan rejects Moscow proposal

By Our Foreign Staff

The United States yesterday turned down a Soviet proposal for talks between the two countries on the Gulf, the White House announced.

The White House spokesman, Mr Martin Fitzwater, told reporters that the Administration believed the UN Security Council was "the proper forum" for dealing with the conflict.

Mr Mikhail Gorbachov, the Soviet leader, replying to an earlier message from President Reagan, had indicated Moscow's willingness to co-operate further with the US in seeking an end to the war.

Mr Gorbachov said he had the impression that the US Administration was interested in following up earlier Soviet proposals — he did not specify what these were — on the Gulf.

If that impression was correct, then Moscow would be ready to discuss the proposals in more detail in any format the President chose.

Mr Gorbachov's unusually positive reply was announced only hours after the Security Council vote, which was welcomed by Mr Reagan as an "historic step". He said the opportunity to bring peace to a vital area must not be allowed to slip away.

He also appealed to Congress, in a presidential statement, to support his Administration, and spoke of the serious consequences for the United States if they did not work together.

Mr Reagan said: "Not to do so would only undercut our diplomatic efforts, embolden our adversaries, and cast grave doubts upon the ability of the United States to conduct its foreign policy effectively and honour its commitments."

He emphasized that the US would stand by its commitments to the security and stability of its non-belligerent friends in the region.

Mr Reagan said: "In doing so, we seek simply to deter growing threats to vital US and international interests, and to hasten a settlement of the Iran-Iraq war. Peace is our objective; not taking sides or provocation."

Mr Fitzwater said the call to end the war was a separate issue from the protection of tankers. Both were proceeding on parallel tracks.

Mr Reagan gave a pledge that the US would spare no effort to support the United Nations call. "None of us can afford continuation of this bloody and destructive conflict."

Bid to beat submarine escape record

From Tony Samstag, Oslo

The Royal Navy is to take part today in an exercise expected to break its own world record for underwater escape from a submarine. The manoeuvre is to be conducted from HMS Otus, which will submerge off the western coast of Norway to 625 ft, well below the 591 ft record.

Two of the British participants in the exercise, which involves 26 submarine officers from eight Nato countries, were hurt yesterday in preliminary manoeuvres at

492 ft in Bjornafjorden south of Bergen.

One suffered a slight attack of the bends and was treated briefly in a decompression chamber. The other accidentally swallowed air and underwent emergency surgery in Bergen for a burst abdominal wall caused by the expansion of the gas as he rose to the surface. He was said to be in good condition after the surgery, but was expected to be in hospital for a week to 10 days.

The two men were identified as Chief Petty Officer Peter Wadding, aged 34, and

Chief Petty Officer Robert Morrison, aged 42, both of Gosport, Hampshire.

They were both instructors attached to the Submarine Service escape training tank at Gosport.

Their colleagues today will be conducting the first such underwater exercise in more than 16 years.

Royal Navy spokesmen emphasized yesterday that the accidents were unrelated to the escape equipment, which has been in constant use and virtually unchanged since the record was set.

مكازم الأهل

Scuffles as Afrikaner liberals return from historic meeting with ANC

White dialogue group let back in through side door

From Michael Hornsby, Johannesburg

Scuffles broke out yesterday at Johannesburg's Jan Smuts airport between extreme right-wing whites and left-wing students awaiting the return of a group of mainly white Afrikaans-speaking South Africans who held talks earlier this month with leaders of the outlawed African National Congress (ANC) in the Daka.

On the advice of the police, who had gathered in force in the arrivals hall in anticipation of trouble, the group, led by Dr Alex Boraine, a former senior member of the liberal Progressive Federal Party (PFP), cancelled a scheduled airport press conference.

The 50-strong party was smuggled out of the airport by a side entrance to avoid some 100 jeering members of the Afrikaner Weerstandsbeweging (AWB), the Afrikaner Resistance Movement. Others caught connecting flights to Cape Town.

Hoisted on to the shoulders of his supporters, who had

been waiting for about an hour with growing impatience, Mr Eugene Terre Blanche, the AWB leader, declared to cheers: "They did not have the courage to look the Afrikaner folk (people) in the eye. They are cowards."

Bewildered passengers who had been on the flight from London with the Dakar group, were greeted by shouts of "Where are the traitors?" by angry AWB supporters, many of whom wore armbands with the organization's red, white and black swastika-like insignia.

The chief organizer of the controversial Dakar expedition, Dr Frederik van Zyl Slabbert, former leader of the PFP and co-founder with Dr Boraine of the Institute for a Democratic Alternative for South Africa (Idasa), was not in the returning party. He is taking a holiday in Europe and is not due back in South Africa until July 31.

The scuffles broke out when a white girl student from the

University of the Witwatersrand led a small group of black and white youngsters in a tremulous rendering of "Nkosi Sikelele i-Afrika" (God Bless Africa), the black nationalist anthem associated with the ANC.

AWB supporters rounded on the singers and began roughing them up. One man screamed "filthy communist bitch" and "daughter of a Jew" at the girl, Miss Rosemary Hunter, a member of the students' representative council at the university.

The police intervened to separate them showing some partisanship towards the AWB, which is believed to have many sympathizers in the lower ranks of the police force.

Several of the student demonstrators were seen being led away by the police who also detained about a dozen photographers and television cameramen after proclaiming the airport precincts an "un-

rest area" in terms of the State of Emergency.

Also among the right-wing demonstrators at the airport were members of the Blanke Bevrydingsbeweging (BBB), or White Liberation Movement, an even more extreme racist group than the AWB. The BBB wants all blacks in South Africa to be repatriated and confined to tribal reserves.

The BBB has lodged a charge of high treason against Dr Slabbert and his colleagues which is currently under investigation by the Johannesburg security police. Under South African law it is an offence to promote the aims of the ANC. Whether merely talking to the organization comes under that heading is not clear.

In Cape Town a car bomb exploded on Monday night near a block of flats housing members of the South African Defence Force and their families in District Six.



Police arresting a student, below, after scuffles at Johannesburg's airport when Mr Eugene Terre Blanche, above, led members of his extremist Afrikaner Resistance Movement, in a demonstration against white liberals returning from talks with the outlawed ANC in Dakar.



Historians join Waldheim inquiry

Berne (Reuters) — Two military historians, an Israeli and a West German, have agreed to join a commission of experts that will investigate the wartime record of President Kurt Waldheim of Austria.

Professor Jehuda Wallach, of the University of Jerusalem, and Dr Manfred Messerschmidt, of the University of Freiburg, will join Professor Hans-Rudolf Kurz to investigate allegations by Jewish groups that Dr Waldheim, the former UN Secretary General, was involved in war crimes.

Dr Waldheim says the allegations are part of a smear campaign against him.

Strike off

Sydney (Reuters) — Australian coal miners called off a planned national strike after the Prime Minister, Mr Bob Hawke, made a last-minute mediation offer to avert a crisis in a key industry.

Tenor ill

Barcelona (Reuters) — The Spanish tenor, José Carreras, aged 41, is in hospital with a blood disease after being taken ill while filming *La Bohème*.

Collins case

Los Angeles (Reuters) — The British actress Joan Collins and her estranged husband, Peter Holm, failed to settle their bitter divorce case after more than two hours of private talks, and the divorce case goes to court today.

Bridge for sale

Amsterdam (Reuters) — A Dutch engineering firm is offering for sale second-hand bridges — everything from tiny wooden footbridges to major steel river links in all forms and sizes.

Kenya denies human rights violations

By Caroline Moorehead

Amnesty International says Kenya has been guilty of serious human rights violations in the past year and its Government appears to have adopted a deliberate programme to silence or intimidate opponents. Its only response to numerous appeals has been blanket denials.

A wave of arrests of people suspected of being opponents of the Government, began early in 1986 and is continuing today. Opponents have been secretly and illegally detained, tortured into making false confessions and then jailed for years after unfair trials. Many of those detained

have "disappeared" for weeks or months while held incommunicado.

A report by Amnesty International today says one of these is Mr Gibson Kamau Kuria, the principal lawyer in Kenya willing to represent people arrested on political grounds, who was arrested on February 26 at his office in Nairobi. For two weeks the Kenyan authorities refused to make any statement about his whereabouts. Then on March 12 it was disclosed in the High Court that he had been detained under the Preservation of Public Security Act which provides for indefinite detention without charge or trial. The authorities will give no reasons for his arrest.

Almost 100 people are believed to be in detention, most of them suspected of having links with the clandestine opposition group called Mwakenya (Union of Nationalists for the Liberation of Kenya) which advocates socialism and has vigorously criticized the Government's political and economic system.

At least two political prisoners have died in custody. The body of one, Peter Karanja, a motor rally driver, was found to be bruised, wounded and emaciated, with blistered and peeling skin.

Kenya — Torture, Political Detention and Unfair Trials. 1987 (Amnesty International, 5 Roberts Place, London EC1R 0EK, £2.50 post free).

Paraguay urged to deal with increase in landless farmers

From Eduardo Cañ, Asunción

Last December, 300 troops and police surrounded the Tavapy II agricultural community near the Brazilian border, cutting off more than 400 families. By the time the siege ended in May, 10 farmers were dead from lack of medical care and the Paraguayan Government's policy of protecting large land-owners from peasant occupations had suffered a serious reversal.

The incident at Tavapy II galvanized social groups across the political spectrum into supporting the peasants and vividly portrayed one of the most serious problems Paraguay will have to address in the future — the growing number of landless farmers.

White land takeovers have been common for a decade or more, the issue has become increasingly serious in recent years because the Government has run out of good land to distribute to an ever-growing peasant population.

Ironically, there should not be a difficulty with land here at all. Despite a high demographic growth rate, Paraguay remains under-populated, with only 3.5 million people.

"The peasants are occupying the land because they have no other way of acquiring it," according to Señor Alejandro Cadarado, an attorney with the Committee of the Churches, a human rights organization that provides farmers' groups with legal aid and other services. Landless farmers are currently squatting in at least ten 10 areas around the country.

Although during its 33-year dictatorship the regime of President Stroessner has distributed 3.3 million acres of land to poor agricultural workers, more than 80 per cent of the countryside remains in the hands of just one per cent of landowners, many of them

foreigners who bought their properties as financial investments. The result is that only three per cent of all available land is used for agriculture, according to the Government's 1981 census.

The Government has had a policy of encouraging foreigners to invest in Paraguayan land. The area along the Brazilian border became especially attractive to speculators in the 1970s, with construction of the Itaipu hydroelectric dam. Large parcels of land have also been distributed to military officers and others to ensure their continued support for the regime.

Nevertheless, even the Government's detractors admit that conditions in the countryside have improved since



President Stroessner came to power. But with most of the state-owned land either sold to private owners or already distributed among peasants, expropriation is now the only means of satisfying the estimated 300,000 farmers who remain landless. Until recently, the Government's response to the land takeovers has been to evict the squatters, by force if necessary.

In the Tavapy II case, the authorities decided to evict the farmers who had been tilling 1,200 acres of the 5,800-acre site for three years, after the land's Chilean owner complained about them. At first

the Government tried to induce the peasants to leave the community, complete with a school, church and other amenities, by offering each family small parcels of urban land. About 150 families accepted, but the rest refused.

For the next few months rallies were held in Asunción in favour of the farmers' plight, which by then had become a national issue. Faced with an increasingly tense situation, the Government retreated and decided to expropriate that portion of the land being cultivated by the squatters and to turn it over to the Tavapy II community.

"The Government should have become involved in the land issue much sooner," Señor Cadarado of the Committee of the Churches said. "Their problem is that the same government agency that sold the land to the large landowners is now in charge of the expropriations."

Señor Martín A. Chiola, a pro-government deputy who was a member of a legislative committee that recommended the Tavapy II expropriation, admitted that the Chilean owner had not been using his land properly. He said the Government's agricultural policy needed to be updated and suggested that additional lands should be expropriated by reducing the number of acres an individual owner or company was allowed to own.

Ten years after repressing by force the agrarian leagues that had been developed with the help of the Catholic Church, the Government finds itself confronted once more with a growing peasant movement that many feel could turn violent if demands for land are not satisfied.

Should that happen, Tavapy II will be remembered as an unheeded warning.

Star Wars

Japan joins in SDI research

From David Watts, Tokyo

Japan and the United States yesterday signed a long-awaited agreement on Japanese participation in Strategic Defence Initiative research. But the Toshiba technology scandal appears to have dulled many firms' interest.

The move more than two years since Mr Caspar Weinberger, the US Secretary of Defence, issued the invitation to Japanese industry and Government — a period in which Japan had to do "a lot of homework" to ascertain what direct contracting with the US Defence Department would mean.

The result is a public statement and three secret appendices setting out each side's understanding of the main agreement, but which seem to leave many of the original uncertainties that have concerned Japanese firms from the beginning. The principal of these is the right to exploit commercially technology

developed during SDI research.

A Foreign Ministry official said that it is understood the Pentagon will be able to classify a technology funded by itself and information it provides to a Japanese firm. But companies will have the right to licences to exploit patented technologies developed under SDI programmes.

However, Japanese firms are concerned that, if they participate, a technology developed independently of Star Wars research might be classified.

Japan joins Britain, West Germany, Italy and Israel in the group of countries that have signed full Star Wars research agreements with the US.

Though 21 Japanese firms participated in a fact-finding mission to the US last year, it is understood that the number of companies now seriously

interested in participation is much reduced.

Japanese industry has always been concerned about the potential public relations dangers of associating with military projects. Those concerns have been heightened over the last few months by a series of spy cases and leaks to the Soviet Union, culminating in Toshiba's sale of high-technology milling equipment which has helped Moscow produce new, quieter submarines.

Japan has forewarned possession of nuclear weapons. A Foreign Ministry official said of the SDI agreement: "In reality we do not anticipate there will be any participation in an area involving nuclear technology."

● MOSCOW: The Soviet newspaper *Sovetskaya Rossiya* yesterday described the Japanese decision to take part in Star Wars research as "Japan's political Hiroshima".

WHO INTRODUCED THE NEW WAVE AT ALAN PAUL HAIRDRESSING?

The launch of the new Job Training Scheme was all it took to persuade Alan Paul Hairdressing in Liverpool to take on a new trainee.

They weren't however, looking for just anyone.

The person they wanted would have to be bright and friendly, with a lively personality.

And that's why we recommended 26 year old Jackie Davis.

A trainee, who after an in depth interview by us, proved to be just the person for Alan Paul.

Jackie's case is not an exception. Because everyone who joins the new Job Training Scheme is thoroughly assessed prior to their placement.

This allows us to set up a training programme tailor-made for the individual. And a selection process designed to find the most suitable person for you.

The new Job Training Scheme found the right person for Alan Paul Hairdressing PLC. We can find the right person for you. For more information phone 0800 400 402. Free of charge.



THE JOB TRAINING SCHEME

HELPING YOU BRIDGE THE SKILLS GAP



High stakes on Exocet Alley

The Gulf War is at flashpoint as the Americans prepare to escort reflagged tankers through the Straits of Hormuz. But, as Andrew Lycett finds, some ship owners are thriving

Working on the second floor of an office block in Colchester, Roger Lowes knows within 20 minutes — faster than anyone outside the region — whether a ship has been hit in the Gulf.

He is casually reporting officer for the intelligence department of Lloyd's, the London insurance market. If Iranian revolutionary guards in 80 mph Swedish-built gunboats or Iraqi Mirage jets attack one of the dozens of neutral tankers or other vessels which ferry 14 per cent of the West's oil through the narrow Straits of Hormuz, Lowes is immediately telephoned by one of his "confidential sources" in the Gulf. He composes a single message which is sent by computerized telex to 80 interested organizations — tug and salvage companies, dry docks, insurers, adjusters and pollution companies.

As the seven-year Gulf War enters a new phase, with a vast American fleet preparing this morning to escort the reflagged and hastily repainted 401,382 ton tanker Bridgeton (formerly the Kuwaiti El Rekkah) through the Straits, Lowes hopes his bank of phones will not ring. But for many companies on his list the Iran-Iraq war has meant good business.

Not least, it has helped revive the flagging oil market. Very large crude carriers (VLCCs) of 200,000-300,000 tons, which two years ago were mothballed because no buyers could be found at \$4 million (£2.5 million), are now eagerly sought at \$10 million by tanker owners attracted by lucrative pickings on what they call "Exocet Alley".

Not everyone in the shipping business sees the Gulf that way. "It's a very furtive and nasty place to be," says

John Newman, deputy general secretary of Numast, the National Union of Marine, Aviation and Shipping Transport Officers. Many of his members are furious at the lack of protection they have received up to now.

According to Lloyd's, 333 ships have been hit in the waterway since the "tanker war", initiated to prevent Iran shipping the crude oil on which its economy is dependent, started in 1981. Over the past six years 200 sailors have been killed, 10 of them British. Over a third of the vessels hit have been deemed by their

For many companies, the war has meant good business. Not least, it has helped revive the flagging oil market

insurers "constructive total losses". In the past year 65 vessels have been broached, over more than 80 per cent of them tankers.

Of hundreds of ships inside the Straits of Hormuz today, only 20 are either British or from British-dependent territories and therefore eligible for protection from the three vessels of the Royal Navy's Armilla Patrol. However, many more employ British officers and sailors. Newman estimates there are between 400 and 500 British seamen in the Gulf at any one time.

The vessels in the waterway vary considerably. There are the container ships which transport the imports of Gulf sheikdoms like Bahrain and Kuwait. There are the tugs, lighters, oil rig support vessels and small tramp steamers which carry the modest intra-trade in the region. And then there are the tankers.

These are the prizes in the Gulf War. But whereas Iraq can pipe its oil out through

Turkey and Saudi Arabia, Iran depends on the waterway for most of the oil exports which provide 90 per cent of its foreign earnings. When Iraq started hitting too many tankers in and around the Iranian oil terminal off Kharg Island, Tehran set up a shuttle service. The Iranian navy now escorts small tankers along their south coast to the island of Bandar Abbas. There the crude is piped on to ultra large crude carriers (ULCCs), over 300,000 tons) hired by the National Iranian Tanker Company to act as storage

leaf, which will arrange for her to be accompanied by one of the Royal Navy ships in the Armilla Patrol.

Ships passing through the Straits are often boarded by Iranian revolutionary guards, who inspect cargo to make sure it is not bound for Iraq. If there is doubt about the vessel it will be tracked up the Gulf by helicopters operating off Iranian oil platforms. The British Spirit will probably keep close to the UAE coast, spending a night off the island of Sir Abu Nair, before proceeding up to Ras Tanura next day. More secretive ships travel only by night and hug the coast even more.

As vessels move up the Gulf they are increasingly vulnerable to attacks from Iranian helicopter gunships, speedboats, mines and missiles. Insurance rates rise dramatically. A special additional war risk premium of 25% of the value of a ship for 14 days becomes payable. This increases to 5% to Kuwait, and as much as 5% if she is in the Kharg shuttle. Tankers in Iran's Kharg shuttle are known to have been insured at 40 to 50 per cent of the value of the ship for six months.

Tanker owners have been able to translate these dangers and high insurance rates into high fees. Three months ago the going rate for a 60-day voyage from the Gulf to Northern Europe was \$1 million (out of which they pay all charges); today it is well over \$2 million. Charter rates on the Kharg shuttle are \$25,000 a day. This shuttle is the preserve of half a dozen Greek and Norwegian owners. In recent weeks owners have started buying specifically for the Kharg shuttle. Such is the demand, one broker says that whereas two months ago there were 25 tankers waiting to be chartered around the Gulf, today there are only seven.



TENSION IN THE GULF: THE WARSHIPS MOVE IN

● The Americans were uncharacteristically tight-lipped yesterday about their naval movements in the Gulf. Their Middle Eastern Force of nine ships — the guided missile cruisers Fox, Warden and Reeves, with four frigates and one destroyer — is believed to be in the vicinity of Fujairah, where two Kuwaiti tankers now flying the Stars and Stripes are waiting to pass through the Straits.

The giant 80,000-ton carrier Constellation, with a force of about eight attendant ships, is officially said to be "in the general area of the Indian Ocean and Arabian Sea". It is undoubtedly not far off, and it is an open secret that the battleship Missouri is on its way to the area, with its devastating batteries of 16-inch guns, capable of firing shells as big as a small car. But she can scarcely be expected in the crisis zone in much less than 10 days. In addition, the helicopter

carrier Guadalcanal moved through the Suez Canal last week.

● Britain's patrol to escort British-flag tankers through the Gulf is continuing, in spite of reports that the Royal Navy has pulled back from the Gulf to give the gathering US fleet a clear run. In the seven years since the outbreak of war, the Royal Navy has safely escorted more than 120 vessels through the zone.

Naval sources stress that Britain's operations in the Gulf are continuing as usual, in implicit contrast with the US's highly-publicized build-up. But Britain's four-ship patrol group is due routinely to be relieved in the middle of next month by a similar group already on its way, so that for a period Britain will have a double-strength force in the region.

Today the group consists of the Type 42 destroyer Cardiff, now at sea, and the Type 21 frigate Active, waiting at

Muscat, just outside the missile-threatened Straits of Hormuz. They are served by the fleet auxiliary Orangelief. The other fighting ship in the group, the Type 22 frigate Broadsword, is in Monrovia, Kenya, 2,000 miles from the Gulf.

● It is a paradox of the crisis that the Soviet Union has a strong common interest with the US there. Neither wants to see Iran triumph. Russia has already chartered three merchant ships to Kuwait, and one was attacked last month. There is no evidence of a Soviet naval escort role, although Soviet minesweepers have been clearing Iranian mines.

● The French role in the crisis is obscure. They have three warships in the area but yesterday the Government warned its merchant ships that they could not expect protection in the Gulf.

George Hill

The Army can help educate your offspring. In more ways than one.

The Army needs well educated Officers and we're prepared to help bright people up the ladder of success.

A way to 'A' levels.

We will help boys and girls of the highest quality, both academically and in character, whilst they study for 'A' levels prior to a career as a Regular Army Officer. The tax free grant is £2,500 a term.

When they pass their 'A' level exams they're guaranteed a place at Sandhurst and paid the going rate while they're being trained.

WHAT IS REQUIRED TO GET A SHOT AT AN ARMY SCHOLARSHIP

Interviews are held in the Spring and Autumn for boys and just in the Autumn for girls. The purpose is to discover whether applicants have the potential to become Army Officers. At the time of their application boys must be between 16 years and 18 years 6 months, 16-17 years for girls. And they must have, or be expecting at least five high grade 'O' levels, including English Language, Maths and a science or foreign language.

Selection for scholarships is by interview. Boys born between 1 July 71 and 1 January 72 are eligible for the Spring 1988 Competition. Applications must be in by 1 December 1987. Interviews will be held in March 1988.

However, this doesn't preclude university.

Another way.

Boys who are already embarked on 'A' level courses in Maths and the sciences can apply for one of the 30 Science Scholarships we award each Spring.

The object is to help potential Officers on their way to a career in one of the Army's technical corps with a scholarship for one year at £2,500 a term.

Boys from both fee-paying

and non fee-paying schools are eligible. (See box).

When they complete their 'A' levels they too are guaranteed a place at Sandhurst.

And yet another.

If you have a technically minded son between the ages of 16 and 17½, who is going to study Maths and Science at 'A' level, he could be eligible for Welbeck.

WHAT IS NEEDED TO GET A YEAR SCIENCE SCHOLARSHIP

The applicant must have excellent grades in 'O' level Maths, Physics, English and at least two other subjects. And have the ability to convince an interview board that he has got what it takes to be an Army Officer.

Welbeck is an exclusive, residential, 6th form college, in the Nottinghamshire countryside run by the Army.

The curriculum is designed to equip students for careers as Officers in the technical corps.

Again, on completion of 'A' levels, the student is guaranteed a place at Sandhurst.

About two-thirds of the students go on to complete a degree course, the majority at Shrewsbury, the Royal Military College of Science, although some may compete for places at a civil university.

Two other ways to a university degree.

If your son or daughter aims to get a degree and wishes to become a Regular Army Officer, he or she can try for an Undergraduate Cadetship.

The requirements are demanding but successful applicants get a probationary commission and their tuition paid, plus at least £5,562 p.a. When they finish their degree

course they go on to an Officers training course at Sandhurst to confirm their commission.

THE REQUIREMENTS FOR AN UNDERGRADUATE CADETSHIP

The applicant must be over 17 and intend to graduate before 25; be at, or have been promised a place at, a university, polytechnic or college of higher education; be able to pass the Army's 3-day Officer Selection Board and be willing to serve at least 5 years as an Officer (including the course at Sandhurst). Applications for the Oct 1988 intake close on 30 April 1988.

On the other hand, if your son or daughter is already reading for a degree, he or she could apply for a Bursary. This amounts to £900 a year, is tax free and additional to any education authority grants.

It is intended to help people who want careers as Army Officers to complete their degree courses. Applicants have to meet the challenge of the Army's three-day Officer Selection Board.

On graduation bursars also do the seven months Officer training course at Sandhurst. On completion of which they can take up either a Short Service Commission or a Regular Commission. A Regular Commission is pensionable.

Can we help you?

Write to: Major John Floyd, Army Officer Entry, Dept F706, Empress State Building, Lillie Road, London SW6 1TR.

Tell him your son or daughter's date of birth, school and academic qualifications and we will clarify and expand on what we have to offer.

The Armed Forces are Equal Opportunities Employers under the terms of the Race Relations Act 1976.

Army Officer

Feather-ruffling forest

A bitter conservation dispute has begun over Scotland's unique Flow Country

The Flow Country of Caithness and Sutherland, between Dornoch and the remote north coast of mainland Scotland, is so named because the ubiquitous peat bogs appear to be moving like the tongues of glaciers through moorland that heaves and quakes underfoot. This extraordinary landscape is held by conservationists to be one of the most important surviving wildernesses in Europe.

Recently, however, man and money have intruded in the form of huge areas of ploughed furrows, in which tens of thousands of young sitka spruce and lodgepole pines are set to become great forests within less than a generation. And now the Nature Conservancy Council and the Royal Society for the Protection of Birds have joined forces to fight what they see as a crucial battle to prevent the destruction, by commercial forestry, of one of the world's outstanding ecosystems. Tomorrow the NCC is to publish a report calling for a halt to all further afforestation.

In its latest report the RSPB observes that Britain contains about one seventh of all the world's blanket peatland, and that most of this is in Scotland. "The mosaic of lochs, rivers, pools, peat mosses and heather moorland is ideal for species which live in open spaces and nest on the ground," it says.

The main wading birds are greenshank, dunlin and golden plover. The rare black-throated diver here comprises the entire European breeding population. Merlins, hen harriers, peregrines, golden eagles

and short-eared owls are all classified as scarce species requiring special protection.

The society also claims that forestry represents a poor investment. Yield and timber quality from early Forestry Commission plantings have been disappointing because of chronic waterlogging and the low fertility of the peat soils, it says, and because the land is so exposed and rooting so shallow, trees are susceptible to being blown down by gales.

Fountain Forestry, the company responsible for the planting, says the RSPB has grossly exaggerated the scale of its operations and the threat they pose to bird life. The total area of the Flow Country is some 470,000 acres, of which Fountain owns or manages about 100,000 acres, not all of which is or will be planted.

George McRobbie, a director of the company, is surprised and aggrieved by the present rumour. He points out that some 18 per cent of the entire county of Sutherland and 11 per cent of Caithness have already been designated as protected sites of special scientific interest (SSSIs).

The company maintains that it is engaged in creating a whole new industry which in 40 years' time will be producing one million tonnes of timber a year, already it employs 190 people in an area where unemployment is over 20 per cent.

"But obviously, if we are to achieve that target, we must have continuity," McRobbie says. "We are not prepared simply to stop in our tracks."

John Young

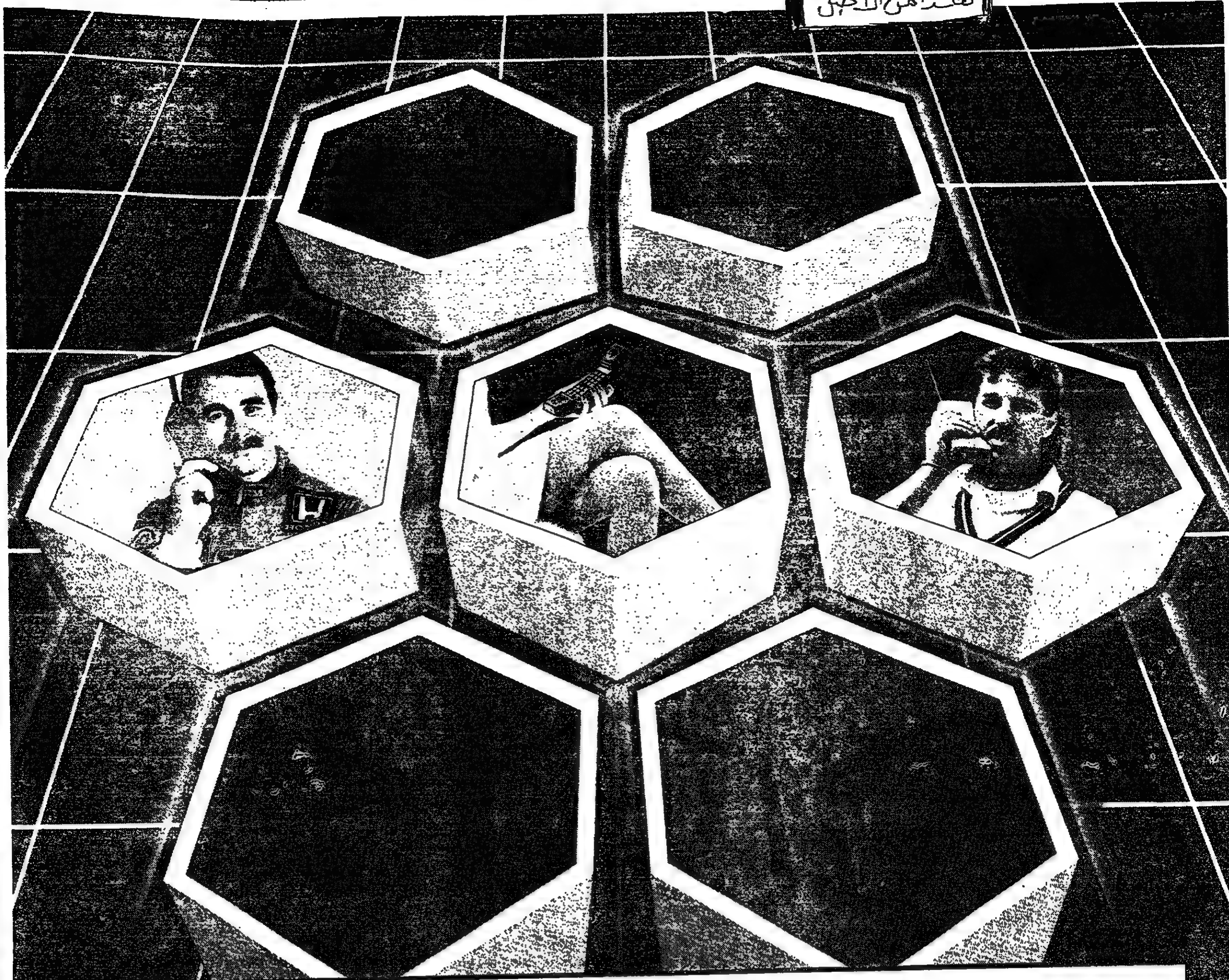


Days in the wilderness: threatened Flow Country scenery

CONCISE CROSSWORD NO 1315

1 Across	Salute's kit carrier (5,3)	1 Down	Underwear decline (6)
2 Across	Island airline (2,2)	2 Down	Cable (8)
3 Across	Artist's paint board (7)	3 Down	Sill (3)
4 Across	In tune (2,3)	4 Down	First woman transatlantic pilot (6,7)
5 Across	Work period (5)	5 Down	Third Gospel (4)
6 Across	Peloponnese dialect (5)	6 Down	Prepare for burial (3,3)
7 Across	Clumsy (5)	7 Down	Exhausted (3-5)
8 Across	Odyssey poet (5)	8 Down	Dearth (8)
9 Across	Buxtehude income (5)	9 Down	Fabulous rich place (5)
10 Across	Preserved by smoking (5)	10 Down	Honolulu state (6)
11 Across	Concerning (5)	11 Down	Swaying gain (6)
12 Across	Lacking dexterity (7)	12 Down	Ungulate foot (4)
13 Across	Uncertain (4)	13 Down	Hines falcon book (3)
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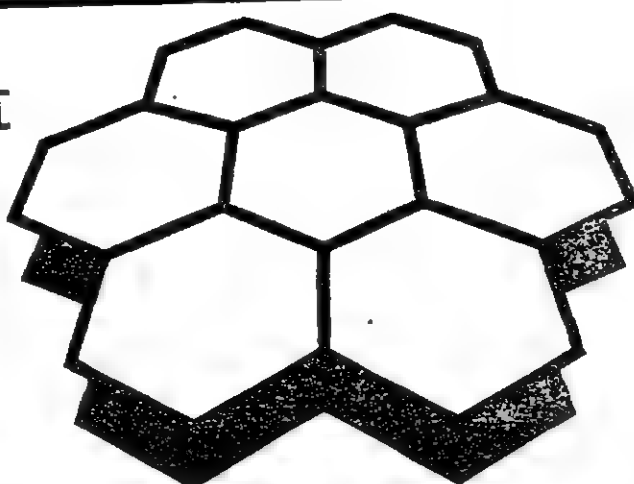
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THE TIMES DIARY

Sale or return

The Labour Party's NEC faces a dilemma today as it decides the fate of the troubled monthly, *New Socialist*. The recommendation is that the loss-making magazine be closed and last year's £90,000 losses written off. But there are four potential buyers ready. The Fabian Society has made an offer but says it is unable to pay much. As the "thinking" wing of the party with members from every faction, the Fabians believe they would make ideal proprietors of Labour's theoretical journal. Other offers, I hear, have come from the left-wing Socialist Society and also from Pratul Patel, the businessman and unsuccessful Labour candidate for Brent North, who is already on *New Socialist's* business advisory committee. But the offer most likely to succeed has come at the 11th hour from radical publishers, Spokesman Books, which will guarantee costs and leave control with the party. Labour confirmed yesterday that the NEC's overriding consideration will be financial, but it is reluctant to lose editorial control. With the party's problems in conveying policies, you can see why.

Top flight

Heathrow has at least one fan. Arkady Maslennikov, London correspondent of *Pravda*, has written glowingly and effusively of the way the airport processes its 100,000 daily passengers. The red and green customs system particularly appealed to him because he had not been stopped in more than 20 arrivals. But he has complained about the time he and about 100 correspondents waited for nearly four hours after arriving on a special flight from Iceland after the Reykjavik summit. Because the flight was surplus to the normal schedule, the baggage handlers refused to unload it but Maslennikov had the grace to correct an *English Journalist* who said such things never happened in the USSR. "We don't have strikes but we do have frequent delays," he replied.

Wind-up

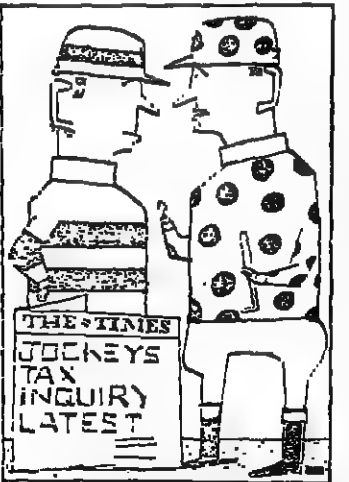
With Parliament going into recess this week, Barry Field, the Isle of Wight's new Tory MP, seems particularly anxious not to miss any of the action. In a written question (average cost to the taxpayer £70) to John Wakeham, Leader of the House, he asked whether MPs could be issued with "world wide beepers" to enable them to be recalled during the recess in case of a national emergency. Wakeham said no — but suggested that Field, who intends to sail the Channel during his holiday, might leave a note of his whereabouts with the chief whip.

On an Isle of Dogs park in London's Docklands is to be redeveloped with a £500,000 grant. No problem, but strange perhaps that one of the features of St John's Park is a dog-free zone.

Big in Iowa

The town of Ollie, Iowa (pop 230) has jumped on the bandwagon formed by the Lieutenant-Governor's recent testimony. Deluged by supporters requesting postmarks, stamps and souvenirs, the mayor — "I'm determined to cash in" — has invited the marine to its annual Big Day parade and altered the road signs leading to the town to Ollie-North.

BARRY FANTONI



"My handicap's the Inland Revenue. What's yours?"

© Mrs Thatcher is clearly unconcerned about references to her age. Asked by American reporters if her seniority among Nato leaders would enhance her status, she said: "You know, antiques get more valuable as they get older."

Death defying

Suicide has become a dirty word in the Irish Republic and coroners are now being officially discouraged from recording it as a verdict. "They have been told it is not their function, and instead they say a patient died from lack of air due to a rope tied around the neck," Cork psychiatrist Dr Michael Kelleher told the annual meeting of the Royal College of Psychiatrists. But the new terminology cannot disguise the fourfold increase in the last decade of the number of people — mostly middle-aged — taking their own lives. Unemployment in the republic, which ranges from 5 to 19 per cent, is the main cause, Dr Kelleher believes. And Dublin and Cork are the suicide blackspots.

PHS

Lord Denning, former Master of the Rolls, on an unjust EEC tax demand

The zero-rating case is of immense constitutional significance. It has been brought by the European Commission against the United Kingdom. In it the European Commission is challenging the way in which we levy value added tax.

The Commission says that we ought to levy VAT on many more things than we do. As, for example, that the United Kingdom ought to charge it on the construction of new houses and buildings, on petrol, gas, fuel and power supplied to businesses, on news services, and many other things now exempt as "zero-rated". The object of the Commission is clear. It wants to make all of us pay more VAT, because it gets a goodly slice of all that is paid. Its members depend on it for their living.

Our Government says it will fight the case and fight it vigorously. I hope it will. In doing so it will be fighting the cause of other member states as well. Ireland is also being sued about its zero rating. The Commission is getting too big for its boots, it needs taking down a bit.

Yet, despite the importance of the case, we know nothing of the arguments on each side. Nobody has been allowed to know the pros and cons. The European Commission has drawn a curtain across the pleadings and forbidden all access to them.

On July 1 this year in the House of Lords, Lord Bruce of Donington asked the Government to pull aside the curtain: but the Government said that it had been told by the Commission not to disclose the pleadings to anyone, and that the Government felt obliged to submit to this dictate. I cannot help asking — what are we coming to? Since when has the European Commission been given authority to dictate to our Government in this way?

As we have not been allowed to see the pleadings, I venture to think that there are many points to be made against the case of the European Commission which should be made on behalf of the United Kingdom. I doubt whether they have been or will be made, so I will do so.

The Commission bases its case on a directive issued about value added tax. Under the Treaty of Rome it was our duty to implement this directive. It claims that we have not done so; that we have zero-rated many items which we should not have done.



Britain must stand by its zero option

Our answer to it is that we have implemented the directive and have implemented it quite correctly and that, on a true construction of the directive, we were quite entitled to zero-rate these items. We implemented the directive in the only way open to us. We did it by Act of Parliament, namely, the Value Added Tax Act 1983.

Under our constitution no tax can be imposed, no revenue can be collected, nor can it be expended or appropriated, except by Act of Parliament. Every Act of Parliament imposing a tax must be clear and precise. No one in the United Kingdom can be taxed on an ambiguity. In our Value Added Tax Act 1983 Parliament expressly exempted many items and declared them to be zero-rated. It is that exemption by Parliament which the European Commission now says is invalid.

My first point is that the proceedings in the European Court of Justice are entirely out of order. Take the very title, "European Commission v United Kingdom". What does "United Kingdom" signify? It has no precise meaning. But from the context here, it must mean the "Parliament of the United Kingdom": because Parliament itself is the culprit. It is the only body which has done wrong. It has granted exemptions from value

added tax where it ought to have charged it. The "United Kingdom" cannot be the Crown or the Government or the Prime Minister, because none of them granted the exemptions. Parliament alone did it, by the zero-rating provisions in the 1983 Act.

If I am right on this first point, then the European Commission has itself been wrong throughout, because it has accused the Government of the United Kingdom as the culprit. It has sued the Government whereas it should have sued our Parliament. It has given the Government a chance to answer the complaint, but no chance for Parliament. It has refused to tell Parliament anything about it. This is a grave error on the part of the Commission which vitiates the whole of its case. It has charged the wrong defendant. The proceedings should be struck out.

My next point is that the European Commission, in bringing these proceedings, is itself breaking the Treaty. Under Article 189 the implementation of a directive is to be left to the national authorities. That is, in this case, to the United Kingdom.

It was for the United Kingdom to decide the way and the means by which the directive was to be implemented. So long as the United Kingdom did so honestly

and reasonably, the European Commission had no right whatever to question our action.

I have no doubt that the draftsmen of the Bill (which became the Value Added Tax Act 1983) studied the VAT directive with great care and did their very best to achieve the result aimed at by the directive. When the Government presented the Bill to Parliament, I have no doubt that the Government believed that it did conform to all the requirements of the directive, both in imposing the value added tax and in granting exemptions. Parliament likewise believed it was all in order when it passed the Act.

In the circumstances, I think it is quite unacceptable that the European Commission should challenge the Value Added Tax Act 1983 before the European Court of Justice.

I am quite sure that, when we entered the European Community, no one ever thought that we were giving the European Court of Justice power to declare invalid our Acts of Parliament, especially those dealing with taxation, on which we have always felt most strongly.

In conclusion I cannot resist drawing a parallel between this zero-rating case and the ship-money case 350 years ago. Each case raises the question whether the people of this country can be taxed without the sanction of Parliament.

In the ship-money case the court was an English court with English judges sitting in the noble precincts of Westminster Hall. In the zero-rating case, the court is a European court with European judges sitting in a modern monstrosity at Luxembourg.

In the ship-money case the people of England were told all about it. G.M. Trevelyan in his *History of England* says:

"The legal issue between the King and his opponents... was well understood by the English people. The case arising from John Hampden's refusal to pay Ship Money, argued fully before the Exchequer Court, was followed in its details with intense excitement by a people better versed in legal matters than the King or his advisers were aware."

So here the people of England are better versed in legal matters than the European Commission realizes. They will condemn the Commission for bringing those proceedings challenging the sovereignty of our Parliament.

Woodrow Wyatt

When secrecy is the best policy

It is not governments in the US and Britain which are obsessed with secrecy: it is the media and elected representatives. They have come to behave as though it is inherently disgraceful for a government to have secrets, and to enjoy ferreting them out, finding their reward in reader interest and personal publicity, however much harm the state may be done. No Freedom of Information Act, and there is one in the US, could ever go far enough to satisfy the practitioners of investigative journalism and legislators anxious for reputations as fearless probes.

The scavengers for secrets had a major success in the Watergate affair. Listening in to Democratic Party deliberations was a trivial if unattractive thing to do. It was on a par with the leaks political parties here try to get about each other's activities. Breaking in to install the eavesdropping equipment for Watergate was illegal but not so dreadful as to require the destruction of a president.

The *Washington Post* led the pack which hunted down Nixon, aided by his foolish denials and his obliteration of some tapes on which he incautiously recorded what he said in his office. The *Washington Post* was mightily pleased with itself and won high-sounding awards for splendid journalism. The president had harried for over a year had to resign in August 1974. It seemed like great work in the upholding of democratic standards.

Actually it paralysed the US administration, ending its will to act resolutely. It was the reason that the US made a dishonourable peace in Vietnam. Millions of Vietnamese were enslaved by Communists from the North and many thousands, murdered, tortured and imprisoned. The victims, trusting the US to protect them, had committed themselves to an anti-Communist position.

They did not know *The Washington Post* would so demoralize the US government that it would seek to pacify its critics by abandoning Vietnam. Denied US protection, harmless little Laos and Cambodia also soon had murderous Communist jailers. I doubt if the name of Mrs Graham, publisher of *The Washington Post*, is included in the prayers of the survivors.

The US was not yet looking at the world with a steady eye when the Cubans, backed by Russia, landed in Angola in 1975 to prop up the collapsing pro-Communist regime. In sturdier days the US would have sent a task force to eject the Cubans, but it did not dare. Now the South Africans have the role of supporting the freedom movement against Communism, but without Watergate there would never have been a long-running civil war in Angola.

By the early 1980s, despite the anguish of so-called liberals in the press and in Congress, whose purpose was to let Communists take over El Salvador, President Duarte, leader of the Democratic Christian Party, won a free election in May 1984. This success for

the US administration has not stopped the clamour against the Contras. Hence the busybodying attempts to prevent the president from helping the elements fighting against Communist-backed forces in Southern America on the reasonable assumption that anything is better in American interests than governments allied to Cuba and Russia. Foolish Congress so constricted aid to the Contras that the government was forced to give more help in secret.

Congress and its investigative friends on learning this, scented another possible destruction of a president. How impertinent of the president and his executives to have any secrets from Congress, which could be relied upon immediately to broadcast them to the world.

Oliver North faced that charge head on. The American people applauded his defiant assertion that it is sometimes necessary for governments to act secretly in the patriotic service of their country. Ordinary people have more sense than those who live by media publicity. It was handy, too, for Britain that the US administration kept secret the essential help it gave Britain in the Falklands war. It would have been prevented by Congress had it been known.

Even in democracies there cannot be a right to know everything, unless that democracy intends to paralyse itself. Governments, not newspaper editors and television and broadcasting stations, have to be the judges of what it is safe to reveal. The media cannot possibly know enough about all aspects of a situation to make correct decisions, even if they were patriotically motivated, which may be doubted in view of the large sums they are prepared to pay to those who spill the beans.

The author of *Spycatcher* is a man with a second-rate brain and outlook. He does not appear even to be accurate; accuracy might have reduced the sensational value of the "secrets" he was peddling, some of which may be true and some not. It is unbecoming of editors to defend printing the stories of traitors on the plea that they contain important allegations of wrongdoing in official places. Are all allegations of wrongdoing to go public, though official inquiries have been held, necessarily in secret, which have not confirmed them?

The post-war craze for spy stories has entertained us but we should not allow it to knock us off balance. Nor should those presently in the secret services be tempted by the hope that much money awaits them if they break their oaths of secrecy. The government is right to persist in the battle to make such treachery as hard as possible. It should take heart from North's success in showing that democracy is strengthened, not weakened, in its activities by some things being left unsaid. Those who maintain otherwise should ponder the fate of Angola and Vietnam and its neighbours as well as the effect on the arms negotiations with Russia.

however... Joseph Connolly

Losing a job, by the book

The world of publishing had a much lower profile 18 or so years ago when I was trying to break in, but even then good jobs were at a premium, and so I was grateful to a chum for giving me the low-down on interviews:

"All you have to do is bone up on the firm's latest bestseller and enthuse about every single aspect of it, false an addition to Stanley Unwin's *The Truth About Publishing* — you can't mention this book too often — offer the chap a cigarette and stress the positive contribution you can make to the firm: simple."

My interview was set for 10.30am on Monday; I was determined not to be late, and so arrived a little after dawn. I circled the building six or seven times, went for a couple of walks, had a breakfast or two, then took a deep breath and rapped the double doors with confidence, this resulting in my arm jarring against the unyielding glass as no one had yet arrived to open the place.

I was already pretty weary, so I just sat on the step staring at a copy of a Prince Philip biography — the firm's latest bestseller — and sucking a few Mint Imperials (I had a thing about Mint Imperials). When the doors opened there was a bit of a set-to in the hall when a large man with a blue suit and a red face tried to get into the lift before me, but I jostled him for lead position and he glared at me all the way up to the fourth floor.

I sat in the reception area for ages, not nervous so much as paralysed with terror, and so it was with a mingling of dread and relief that at 10.30 on the dot I stood up, straightened the tie, and assumed an expression of alertness. Round about 11, I sat down again.

Eventually, a rather prim smiling lady click-clacked down the corridor and took me for a walk through miles of passages, finally opening a door. I strode in with hand outstretched, feeling a bit of a fool on finding the room deserted. She then opened a double connecting door into a panelled office, and dithering a bit half way through I sort of turned to thank her and caught the right side of my head a glancing blow on

the edge of the door, which made my ear burn like blazes.

I went in rubbing it, quickly swapping hands to have the right one pumped by the big man with the blue suit and the red face, whom I had encountered in the lift. Admit it, there are more promising starts to interviews.

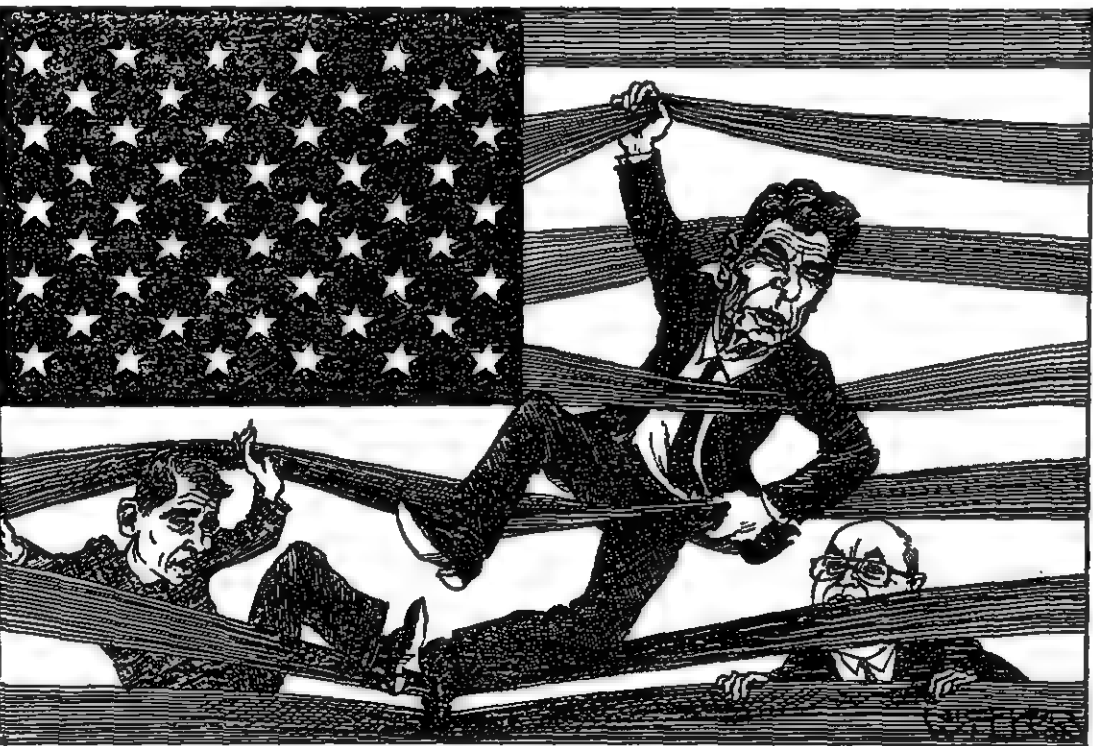
"Well," I opened, "I expect you'll want to know a little bit about me. I tend to read biographies of Prince Philip — this one in particular," I said, wagging it.

He got up and moved towards the window, seeming far more interested in a pigeon outside than in anything to do with me. "That's when I'm not reading Stanley Unwin's *The Truth About Publishing*, which I usually am," I rattled on. "I cannot adequately stress the positive contribution I could make to this firm."

He seemed to be taking not a blind bit of notice; then I remembered that I had forgotten to buy any cigarettes to offer him and so I fumbled for the Mint Imperials and at that moment he sneezed so violently that the windows shook, but more to the point my jangled nerves broke and my limbs jerked all over the place, causing the Mint Imperials to hit the floor like hailstones; I think it was while I was trying to retrieve them that he turned back from the window.

"Where the devil are you?" "Actually, I'm under here," I yodelled from beneath the desk. "I'm frightfully sorry, but it's these blessed Mint Imperials!" I lurched back into view again, cracking the top of my head on the desktop and babbling: "I'd offer you one, only they've been on the floor. Look, I won't waste any more of your time — I have to go and re-read Stanley Unwin's *The Truth About Publishing* which — along with this Prince Philip biography — is probably the best book ever written."

I clattered around with the double doors, I looked back briefly to say: "I cannot adequately stress the positive contribution I could make." I swivelled on my heel, into the side of my head and staggered out into the corridor, feeling far too concussed to even wonder whether I'd got the job.



uncertainties, is that the power to conduct US foreign affairs is not the responsibility of any one body, but is divided.

The lack of any clearly defined authority on foreign policy leads not only to the kind of huddle-mugger operations, false disclosures, public recrimination and congressional hearings such as we have been witnessing in Irangate, but to continuing unpredictability and weakness in safeguarding the national interest.

This defect is made worse, I believe, by the lack in the US system of a highly qualified and trained corps of permanent civil servants who could be expected to provide continuity in government at a high level. Despite much lip-service to the need to change the "spoils system", little has been done in practice, and with every new administration there is a clean sweep which it must be admitted does mean the regular injection of fresh vigour and ideas.

The fission of decision-making has recently been compounded by a marked extension of the principle of checks and balances. Not only is the executive in conflict with the legislature but it is odds within itself. Thus the Secretary of State is not allowed to be the "vicar" of foreign policy, which was what Alexander Haig tried unsuccessfully to become.

Previously, under Carter, Brzezinski showed a jaunty reluctance to play second fiddle to Vance. In this he was emulating Kissinger who, it has to be remembered, saw things differently when he moved from the National Security Council to the State Department. Nor can the CIA be excluded from the catalogue of Washington institutions that regard themselves as having a special part in the formation of foreign policy.

Given their belief in the possibility of solving problems, the Americans might be expected to be confident of finding a way out of their institutional dilemma.

Suggestions have indeed been made for amending the Constitution, for instance by lengthening the time between elections to the House of Representatives, thus attenuating the highly electoral atmosphere in which the members now operate for most of their two-year term.

But securing an amendment is a very difficult process. There have only been 23 in the history of the United States and very few have been structural. I doubt whether there will be progress that way.

Two courses of action seem both desirable and feasible. Both the Executive and Congress should accept the fact that in foreign affairs the Constitution provides for a system of shared, rather than separated, powers. A method of systematic collaboration will have to be devised.

This will help Congress to understand the problem of secrecy in a free society. But, in view of recent events, it looks as though it is the president and his men who will have to make the biggest mental adjustment. It will only be necessary, however, for them to revert to the practice of the presidencies of Franklin Roosevelt, Truman and Eisenhower, all of which worked with Congress.

Anyone involved with the creative years of US foreign policy just after the last war will remember the trouble taken by the Truman administration to maintain contact with the Senate; Nato would not have come about in the way it did but for the co-operation of Senator Vandenberg.

So far as intelligence and covert activities are concerned, the administration will have to accept that it does not have *carte blanche* to do as it likes, but that some form of oversight by selected members of both Houses of Congress must be maintained, as in theory is already meant to happen.

A small committee from Congress is no more likely to leak than are foreign contacts with whom covert activities have to be conducted. I suspect that the failure to inform Congress about the diversion of "residuals" to the Contras took place, not because of the fear of insecurity by Congressmen but from the certainty of their resistance to the policy. To assert that it is impossible to conduct covert operations in an open political society is to despair.

Second, if the diffusion in the decision-making of foreign affairs within the administration is to be redressed, this can only come about by the president exerting the authority that is his by right. He has to give a clear directive where responsibility resides. After all his ministers have no source of authority except him. Unlike British ministers they have no constituency of their own. They are not members of Congress.

Indeed, I believe that this is one of the causes of the trouble. Not subject to frequent interrogation and pressure by elected representatives the heads of departments or agencies in Washington have come to assume that they have a power-base of their own; and they are far less subject to the sense of collective cabinet responsibility than are their British counterparts.

Redress for this depends, of course, upon the quality of the president and his grounding in the requirements of foreign policy and how to conduct it, overtly and covertly. This in turn depends on how far, under the present electoral processes, it is reasonable to assume that a man of requisite stature will emerge as president. But that is another subject, and one that is no less vast than that of the Constitution.

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Sir Nicholas Henderson was Ambassador to Washington 1979-82.

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SOLIDARITY IN THE GULF

The UN Security Council has surprised even itself by its unity of purpose in the Gulf. But so far it is only words. The time is coming when words might have to be backed by action.

Such action should not be left entirely to the United States. This is not because the United States cannot be trusted to act properly in the Gulf. It is because the action would be more effective — because it would command greater international support — if all the major Western powers with warships in the region accepted their share of the burden. That includes Britain and France.

The French and British navies have small task forces in the Gulf to protect their merchant shipping — though the British Armilla patrol sails no farther north than Bahrain. Whitehall should give sympathetic consideration to applications from Kuwait for the re-registration of shipping under the Red Ensign. The French should also play their part without equivocation.

The nations of the Security Council have to translate their fine words into deeds. The "teeth" behind their call for an end to the seven-year war, are contained within the threat of an arms embargo. This would impinge quite quickly on Iraq, whose suppliers have mainly been the Russians and the French. But the Iraqis want to end the fighting anyway, so hardly need any threats to make them do so.

The core of the problem is Iran — and for two reasons. The first is that the Iranians have long been forced to depend on the black market for their weapons. This is not quite as rich a source as some commentators say — a fact which is borne out by the depleted Iranian air force and the number of broken down tanks. But it is good enough to sustain the Iranian army —

which has an advantage in manpower and whose soldiers still fight with revolutionary zeal.

The conclusion must be that an arms ban would make warfare more arduous, but not impossible, for Iran. The other difficulty is the fanaticism which drives the rulers in Tehran — and those who follow them. Were they open to rational analysis and argument, they would have stopped fighting long ago — on the generous, almost grovelling terms which have been offered by Baghdad at various times. But the Iranians have always sought more: the total humiliation of Baghdad.

It is this fanaticism which inspires most of the current concern about the safety of neutral shipping in the Gulf. An imbroglio of this kind is a popular scenario among those who have become specialists in forecasting a "Third World War." With the superpowers apparently on the same side for once (both have warships in the Gulf and have an interest in keeping the Gulf's oil flowing) a clash of such dangerous proportions seems unlikely. But the danger of the Iranians opening fire, with scant respect for the Stars and Stripes or, for that matter, the Hammer and Sickle or Union Jack, is very real.

Exactly how one persuades a country like Iran to accept the collective judgement of the UN, is unclear. But one will not do it without collective action which will squeeze the source of military supply. Even then it might not be easy to achieve. So far the Security Council has acted with unprecedented vigour in seeking an end to a hideous and unnecessary war. But the nations which comprise the council will have to do more yet.

SCHOOL REPORT

The disturbing state of English schooling as described today by Her Majesty's Inspectors is a complete justification (if such is still needed) for the radical reforms proposed by the Government. It is no justification at all for Mr Neil Fletcher's ritual assertion on the local authorities' behalf that it is all the Government's fault for "cutting back on education spending" which, incidentally, it has not. The report clearly suggests that the faster schools are set free, wholly or partially, from local authority interference, the sooner they are likely to find the resources they need to tackle the vast and persistent professional shortcomings of their teachers.

The inspectors rightly point out that, above a certain base level of provision, there is no simple or direct connection between more spending and higher standards. Indeed, Mr Fletcher's own Inner London Education Authority is proof positive of that. Furthermore, the inspectors note that "unsatisfactory standards of provision are more often related to ineffective deployment of people and resources than to shortages of resources themselves". The impending break-up of the ILEA is likely to provide further proof of that.

The most convincing evidence of the benefits that will flow from improved efficiency is already beginning to emerge from the 20 or so local education authorities which have been experimenting with delegating control over their budgets to individual schools. Savings of up to £300,000 a year have been reported from a limited pilot scheme in Solihull: money that schools can spend how they choose.

As the Government made clear yesterday, it is an opportunity that will be available within the next four or five years to every secondary school and larger primary school in England and Wales. That means schools should soon have millions of pounds to spend on remedying the deficiencies that the inspectors identify.

This is money already in the system. The pity is that Her Majesty's Inspectors, in spite of their new-found recognition of the importance of efficiency, seem unable to say what it is all being spent on at present. They do not point to the keeping open of schools that ought to be closed, the paying of teachers who are surplus

to requirements but refuse to be redeployed, the support of overblown bureaucracies, the subsidies to absurd experiments in "curriculum innovation".

Yet there are all those sources of waste and more; hence the Government's radical and comprehensive response: a national curriculum, attainment targets to ensure its delivery, freeing popular schools to recruit up to their physical capacity (so hastening the closure of bad schools), financial delegation and allowing some schools to opt out of local authority control altogether.

A by-product of the leap in efficiency that will undoubtedly result is not a widening but a narrowing of the gap which so worries the inspectors between those authorities and schools that are well found and those that are not. For when, at last, the education that comes out of schools can be better measured against the money that goes into them everyone will know what needs to be spent.

That, sadly, is still in the future. Very much in the present is the poor quality of no less than a third of the teaching force, an appalling statistic which instantly invites bitter reference to the strikes, disruption and bloody-mindedness that has plagued state schools for most of the past three years.

But it is more complicated than that. Our expectations of teachers have been changing and growing. The training they have been offered has not kept pace. They have been so badly paid for so long that too often only the dedicated and the desperate volunteer. And, a point the inspectors may care to ponder, the messages teachers have been receiving about what is required of them in the classroom have been confused.

Parents and employers and, with increasing clarity, the Government are demanding measurable achievement in traditional subjects. Yet for the past 10 years and more it is the Inspectorate that has presided over the decline in rigour charted so vividly by the Centre for Policy Studies in its recent report on English teaching. It is also the Inspectorate that has encouraged teachers' fascination with so-called "progressive" methods which so often lead to the low expectations that the inspectors now castigate.

PRAYERS FOR MR WAITE

The six months' anniversary of the disappearance of Mr Terry Waite in Beirut, presents a special case of the difficulty which the Archbishop of Canterbury, Dr Robert Runcie, has faced from the outset. He is under pressure to speak, and he has — can only have — nothing to say.

No sure and certain information concerning the fate of his special representative has emerged since that first day, and even if it had, it is by no means clear that he should reveal it. So in responding to media demands for a statement to commemorate the passing of the six months, Dr Runcie has been wise to stick to platitudes and prayers.

What distinguished Mr Waite's mission from all other Western operations designed to secure the release of hostages was its strictly humanitarian basis, which describes more than just his state of mind in undertaking it. He was a Daniel entering a Lion's Den, deliberately refusing to take with him anything that would offer the prospect of a profit to a potential captor: no prospect of a deal, no useful political and diplomatic connections, no leverage of any sort to be extracted from holding him or offering to release him.

It is known that Mr Waite left strict written instructions that, should he disappear, the church was to send no one out to try to bring him back, nor was there to be any attempt at bargaining for his life or for his freedom. He made himself valueless as a hostage, to avoid becoming one.

It was a tactic which accepted a high degree of risk, most of all the risk that potential captors would not believe his protestations of innocent goodwill, or would not believe that he had no value as a token to be swapped or traded. Mr Waite must have known of the inherent implausibility of his position, but

staked his fate on the truth of it, and on the truth becoming apparent to any captors as events developed and time passed.

He had been a captive before, voluntarily, in the sense that every time he secretly met with representatives of hostage-holding Muslim groups he submitted his will to theirs, as he was only free to leave when they decided to let him. This time they decided not to. He is thus the only one of the Western hostages who put himself into their custody of his own free will. Powerless he may be, in terms of the power of this world, but he has a moral power arising from the way he came to be in their hands. The fervent hope must be that this power will eventually force open his prison door.

Dr Runcie's role, more difficult now than Mr Waite's because he has freedom of choice, is to act entirely in accordance with this reality, and do nothing which would lend any weight to any alternative perception. No well-meant offer from American or other Western sources to "assist" in trying to free Mr Waite can be entertained: they would immediately put him into much greater jeopardy.

The British Government must not be pressed to "do something". There can be no ransom, nor even talk of ransom. And such a policy will be immensely frustrating, as it is a deliberate refusal to do everything possible to secure Mr Waite's release. In this respect the Archbishop's approach fits in well with the British Government's general policy on hostages, which is to prove that taking Britons hostage is a waste of time and effort as it never produces results. All the Archbishop can do is what he is doing: to remind the world occasionally that Mr Waite is still detained, to invite those with humanitarian influence in the Middle East to exert it on his behalf, and to pray.

Captain's plight in Swedish prison

From Mr Roy Boulting

Sir, Your publication of Mr John Gorn's article (July 18) on Captain Simon Hayward's arrest and confinement in Sweden on a drugs charge encourages one to believe that the traditional British concern for justice and the individual has not been entirely lost amid the totalitarian excesses of recent history.

I became acquainted with Captain Hayward briefly, about three years ago. He was then, with the approval of his commanding officer, trying to mount an expedition that would carry a small body of the Life Guards from the northern shores of Africa across the Sahara down through the sub-continent to the Cape and back again.

What struck me forcibly at that time was his concern for his physical fitness. Drugs and drug-taking were anathema. He never smoked. He drank only in moderation and his sense of responsibility as an officer of her Majesty's Life Guards was marked.

We are now, it seems, being asked by the Swedish prosecution to accept the proposition that for a few paltry thousands (which I happen to know he did not need) Hayward has been prepared to sacrifice his honour, his reputation and a shining Army career.

It simply doesn't add up. But if, as Mr Gorn points out, Swedish law presumes his guilt, while, at the same time, denying him the adequate means to defend himself, and if, in Sweden, the judiciary is servant to the State rather than, as in this country, the independent protector of citizens in the face of the exercise of State power, then Captain Hayward's fate indeed hangs by a thread.

I would hope that there are

others who, like myself, feel deeply concerned.

Yours etc,
ROY BOULTING,
1 Sloane Court East, SW3,
July 21.

From Mr David Bernstein
Sir, This organisation, through its work over the years for British prisoners abroad, knows only too well the accuracy of John Gorn's description of the Swedish pre-trial detention system.

It is extraordinary that Sweden's liberal and humanitarian reputation, particularly in international affairs, should be accompanied by practices in its domestic judicial system that include the use of solitary confinement as a technique of interrogation.

The UK has a very close working relationship with Sweden on international penal issues. Both countries have ratified the Council of Europe Convention on the Transfer of Sentenced Persons; indeed the first British prisoner to be repatriated under this humanitarian treaty was returned from Sweden, in March, 1986.

Could not the foreign and home secretaries take advantage of this situation to urge their Swedish counterparts to introduce a more equitable system of pre-trial detention that shows more respect for the rights of the individual?

Perhaps the case of Captain Hayward will have had a positive outcome, after all, if it can contribute to the long-term improvement in the rights of prisoners in Sweden. Yours faithfully,
DAVID BERNSTEIN,
Chairman of the Trustees,
National Council for the Welfare of Prisoners Abroad,
72/83 Rosobery Avenue, EC1,
July 20.

Places in prisons

From the General Secretary of the Association of Chief Officers of Probation

Sir, Lord Windlesham's article (July 8) seems to assume that it would be quite a quick and easy matter to provide (privately) and pay for (publicly) over 9,000 extra places for remand prisoners.

To sanction this new industry, in the present climate of irrationally excessive use of custody (to which the Home Secretary and the Archbishop of Canterbury, from your reports over the last weeks, have been the latest to draw attention) would be also to sanction even more uncontrolled growth in the use of prisons. As a result we would still have a prison system overcrowded to the point of inhumanity and crises, but also, to make matters worse, it would be larger, more complex, less accessible to control, and more expensive than at present.

The partnership between the courts and the probation service has clearly shown itself capable of extending the ways in which many offenders, either sentenced or on remand, can be contained and dealt with successfully in the community.

Thin end of wedge?

From Mr J. R. W. Lingard

Sir, I disagree with Mr Lees-Milne (July 15). The juxtaposition of a rather boring picture with an indifferent piece of furniture and a very boring vegetable is to me an interesting comment on art values.

I do agree that Rembrandt should not be used to prop open dustbins, especially out of doors. As to Ming bowls, if I were lucky enough to have them I would happily use them in bathrooms and water closets and find them more aesthetically pleasing than the plastic containers we have to use here.

Yours faithfully,
ROBIN LINGARD,
Sensley Grange,
Shaftesbury, Dorset.

From Sir Terence Conran
Sir, What a pleasure to see art coming out of the precious closet and being treated with imagination, wit and humour; I'm sure in just the way that Modigliani would have wished.

Many museums, galleries and their curators seek to impose a hushed atmosphere of pompous reverence around the works of art. The display, which rarely reflects the spirit of the men who created them and certainly does not excite the imagination of the visitor.

Yours faithfully,
TERENCE CONRAN,
Barton Court,
Kimbury, Berkshire.

said in the same debate: "Northern Ireland is governed by a government which electorally has nothing to fear from alienating people in Northern Ireland and nothing to gain by pleasing them".

The Labour Party has been saying that the Tories have got no mandate to govern Scotland because they now hold only 10 seats out of 72 there. By the same token they have no mandate to govern Northern Ireland because they won no seats there and got no votes — since they didn't put up any candidates. And neither did the Labour Party, so if Labour had won the general election Mr Archer's remarks would still have been applicable.

Northern Ireland is excluded from the party political system of the United Kingdom. It is the only place in the Western world where people cannot vote for their government. And that is why communal politics persist here.

Yours sincerely,
DAVID MORRISON,
98 Lansdowne Road,
Belfast,
July 10.

Plans to recall the glorious past

From the Secretary of the William and Mary Tercentenary Trust

Sir, Dr Rae castigates the Government and the nation (feature, July 16) for apparently failing to respond to the occasion and challenge offered by the tercentenary of the accession of William and Mary. Some correction is called for.

The ceremony in Westminster Hall on July 20, 1988, will not be the only recognition of the historical implications of the Glorious Revolution. Dr Rae must be unaware of the three-month exhibition at the Banqueting House which will open next June, entitled "Parliament and The Glorious Revolution 1688-1689". This will be supported by extensive briefing to schools throughout the country on what the events of 1688 and 1689 mean in terms of

the personal and constitutional liberties which we enjoy today.

The examples Dr Rae chose to give of the plans to celebrate the tercentenary (the bicycle race, the tie and the soccer match) give less than full justice to the programme we are developing and which will include major art and historical exhibitions, seminars on religious toleration and on science and law and history, concerts of the music of the period, City events and much more besides. It will be celebrated not only in London but in Exeter and Torbay, Chesterfield, East Anglia, Worcester and Hull. And of course Amsterdam, Rotterdam, Hellevodius, Middelburg, Leiden and elsewhere.

It is true there will be a strong but not exclusively Dutch element in the programme. And why not? The Dutch are among our closest and best friends in Europe and it is particularly appropriate to have them as enthusiastic partners in the celebrations.

Yours faithfully,
BARRY PRICE, Secretary,
William and Mary Tercentenary Trust,
c/o AGB Research plc,
76 Shoe Lane, EC4A,
July 17.

Genetic correction

From Dr John R. G. Turner

Sir, Allowing the genetically "unfit" to survive can certainly result in something recognisable as the deterioration of our genetic endowment (Professor McDowell, July 10).

The need for so many white Europeans to wear glasses — peoples from other continents have much better eyesight — probably results from the adoption of agriculture by their ancestors in the neolithic; a short-sighted farmer can live, a short-sighted hunter will starve along with his short-sighted children. Similarly, some of the techniques now used for coping with inherited defects will result in this kind of deterioration; but some will not.

The reasons why this question cannot be discussed are many, and discussion will not become less inhibited if academic tenure is indeed abolished by the forthcoming education Bill, when anyone broaching the subject may well go the way of the unhappy Mr Honeyford.

Hitler is one reason; the crying of "wolf" by the eugenics movement earlier this century is another. We were then assured us, headed for national deterioration from the overbreeding of the "unfit", a view which turned out in the end to be nothing more than quantified social prejudice. The fear that that kind of attitude might see a revival in the present political atmosphere is enough to deter almost all informed individuals from entering the discussion.

A third reason is the great lack of urgency in the problem; we are talking about increases of a few cases per generation in the whole of the UK. As with the loss of our visual acuity — and most of us manage quite well with our glasses — the process occurs over centuries or millennia: it is almost entirely unlike the AIDS epidemic, or desertification, or the various other processes that do threaten our survival here and now.

Yours faithfully,
J. R. G. TURNER,
University of Leeds,
Department of Genetics,
Leeds, West Yorkshire,
July 13.

Sites of value

From Mr Bob Smyth

Sir, Derelict sites in inner cities are not, pace Mr Heseltine (report, later editions, July 15), necessarily a bad thing. During the years they have been left vacant many have developed a rich plant and animal life which makes them places of beauty, scientific interest and educational value.

Some, indeed, have been recognised as formal nature reserves. This does not, unfortunately, guarantee their protection. As you reported earlier this month, British Rail, in disposing of its sizeable landholdings in London and other cities, is auctioning sites which include natural parks much appreciated by local people and, in particular, schoolchildren.

While the Government's attention to inner-city problems is most welcome, care must be taken not to destroy the best of these wild spaces during the redevelopment and regeneration programme.

Faithfully,
BOB SMYTH (Vice-Chairman,
The London Wildlife Trust),
54 Kings Grove, SE15.

Rain starts play

From Mr Albert Mort

Sir, For sheer thrills and excitement may I recommend a "boat-race" down the street gutters during a rainfall.

The outlay is very small — two matchsticks only — and the course usually starts at a lamp post, the next one being the winning post.

The rules are quite simple: no touching of "boats" on any account but aid can be given by splashing should it become grounded (probably behind the wheel of a vehicle).

Be prepared for some strange looks should you play this game; though my wife and I are now accepted in our locality.

Yours faithfully,
A. A. MORT,
4 Denison Road,
Hanover Way,
Leeds, West Yorkshire,
July 17.

From Mr M. Taylor

Sir, Mr Bagnall Smith (July 17) omitted to say on which side of the window one should be standing.

Yours sincerely,
MAURICE TAYLOR,
22 Claremont Hill,
Shrewsbury, Shropshire.

the personal and constitutional liberties which we enjoy today.

The examples Dr Rae chose to give of the plans to celebrate the tercentenary (the bicycle race, the tie and the soccer match) give less than full justice to the programme we are developing and which will include major art and historical exhibitions, seminars on religious toleration and on science and law and history, concerts of the music of the period, City events and much more besides. It will be celebrated not only in London but in Exeter and Torbay, Chesterfield, East Anglia, Worcester and Hull. And of course Amsterdam, Rotterdam, Hellevodius, Middelburg, Leiden and elsewhere.

It is true there will be a strong but not exclusively Dutch element in the programme. And why not? The Dutch are among our closest and best friends in Europe and it is particularly appropriate to have them as enthusiastic partners in the celebrations.

Yours faithfully,
BARRY PRICE, Secretary,
William and Mary Tercentenary Trust,
c/o AGB Research plc,
76 Shoe Lane, EC4A,
July 17.

THE TIMES

ON THIS DAY

JULY 22 1988

In the excitement of the first landing on the moon in "On This Day", July 22, 1988, the problem of reuniting the astronauts with the ship was somewhat overshadowed. The crew returned to Earth on July 24.

MOON MEN LINK UP FOR VOYAGE HOME

The American moon explorers Neil Armstrong and Edwin Aldrin blasted off the moon in their Eagle spaceship last night and within four hours had successfully joined up with the Apollo 11 mother ship, Columbia. Both space craft locked together while in orbit and the mission's final unknown hazard had been conquered. Unlike the lift off from the moon, done flawlessly, the space link-up was not without its anxious moments. Michael Collins, the "forgotten man" of the mission who had piloted Columbia alone while the world's eyes were on Eagle, was heard to complain as the craft joined: "Boy, you guys appear to be jerking around a little bit." Mission control at Houston also heard him say: "That was a funny one. You know, I didn't feel us touch. I went to retract there and that's when all hell broke loose." Later Armstrong and Aldrin moved to the other side of the moon and the world's eyes were on Eagle's work done, was jettisoned.

Eagle's moon blast off created no problems. The lunar module's engine shooting the fragile craft away from its rocky, dusty landing spot at over 4,000 mph. In Aldrin's words it was "beautiful, beautiful, very smooth". Left behind was the litter of man's first visit which had lasted twenty-one and a half hours; the descent stage of Eagle, a television camera, lunar overexpos, a disc bearing messages, the plaque, and the United States flag.

The New Team — Houston, Monday — Eagle's ascent firing occurred shortly after 11 a.m. Collins in Columbia awaited from behind the dark side of the moon on his 25th revolution. Collins remained silent during Eagle's blast-off.

The moon explorers continued to be cool and efficient during the minutes after the firing... They sealed themselves in and were told by mission control: "We think you've done a magnificent job today..."

Then they settled down for an often fiful sleep of more than five hours. Armstrong slept on the engine cover of the cramped and crouched-less [sic] Eagle, while Aldrin lay down on the floor.

At 11.25 (B.S.T.) mission control at Houston reported that Armstrong was apparently resting, but his heartbeat indicated that he was not asleep.

Collins was the first to be roused by mission control who called him at 3.30 p.m. (B.S.T.) with the words: "Columbia, Columbia. Good morning from Houston. Hey, Mike. How's it going?"

"Pretty good", Collins replied before Columbia vanished round the back of the moon. Mission control: "Not since Adam has man known such solitude as Mike Collins when he passes round the back of the moon."

Later Armstrong and Aldrin took a break... to radio back to mission control a full description of their landing site in the Sea of Tranquility to augment information provided during their walk on the surface.

"We landed in a relatively smooth crater field", Armstrong said, adding that the ground was a "very fine sand or silt" comparable to powdered graphite — a rock formed by volcanic action — on earth...

Armstrong noted that he described the prime site on landing as a rocky crater slightly larger than a football pitch and said that it looked as though it would "just about fit in the Astrodome", the glass-roofed sports arena in Houston...

THE ARTS

Suiting oneself

The British reluctantly fear foreigners or befriended them. They find it easier to make fun of them. During the final day of the Open the urbane Peter Alliss, who is normally tolerant of most of mankind provided they dress in garish bad taste and knock small white balls into holes, was prompted by the unlikely sight of Ian Botham being chauffeured in a Japanese television buggy to lapse into stage Nipponese. You would have thought, however, that in *Chopsticks*, *Bulldozers* and *Newcastle Brown* (BBC2), a

TELEVISION

documentary series about the opening of a Komatsu bulldozer factory near Newcastle, the Japanese might have been calling all the times.

They did manage to give their English recruits a fine rendition of the Komatsu song, but the Georgies were soon jocularly debunking the Japanese work ethic and trying to teach their masters "Bladon Races".

The Brits with dubious admiration likened the Japanese to "little bees". The Japanese worried about our individuality. Too right. One recruit, who had admitted he got the job by giving the answers they wanted, had by the end of the programme not only wangled himself a separate office but was seen out of company uniform. Apparently his ambition had always been to go to work in a suit.

The confusions of patriotism and sartorial inclination while in the pay of foreigners returned to even more familiar ground with the repeat of Dennis Potter's 1971 play *Traitor* (BBC1), yet another example of the obsession by a generation of writers with the betrayal of country by a generation of privileged, Englishmen. John Le Mesurier gave a brilliant performance as the drunken, rumpus Foreign Office mole in Moscow. Aged only eight, she played the Brahms Violin Concerto under Sir Henry Wood at the old Queen's Hall, and apparently had to conceal her age so as to comply with regulations about child appearances. Fifty years on, there cannot be many performers still active who can recall what it was like to play with the father of the Proms on the rostrum.

The Brahms Concerto remains one of her favourites, but it has been gratifying to see

Spain aims for the stars

The huge Centro Reina Sofia, just one year old, bids to put Madrid in the vanguard of the art world: John Russell Taylor reports

With all the excitement generated internationally by the Spanish painters of the New Figuration, and the tremendous amount of local gallery creation and re-creation, it has frequently seemed in the art world that during the last five years Madrid is where it is all happening. The most significant piece of evidence is perhaps the Centro de Arte Reina Sofia, which has just been celebrating its first anniversary.

It is certainly one of the largest pieces of evidence. The building it occupies is the one-time Madrid General Hospital, built by Sabatini to designs by Hermosilla at the end of the 18th century. It would be even larger had not the monarch who commanded it died when it was only a third finished: the ensemble originally envisaged would have been larger than the Escorial. Even as it is, it is a noble pile, a giant quadrangle six floors high — more if you count the various inter-floors, themselves about 15 feet tall, which are being put into the areas earmarked for administration and study, as well as the loft about the size of a football pitch which is going to house the video and computer research centre.

The Ministry of Culture, whose baby it is, decided to open it progressively as the different sections were put in order, so that by now there are major exhibitions (six of them) in areas of three floors and the formidable programme of scholarly publication, archive-building and the like is gathering momentum: before too long this will be among the biggest, most advanced and most varied art centres in the world.

The variety is immediately apparent, even now. The six shows in the cross-section of the Centro's ever-changing repertoire visible at the anniversary, a couple of them running until the middle of September, consisted of a giant retrospective of a modern classic, Diego Rivera; a slightly smaller retrospective of a new modern classic, Frank Auerbach; *American Dreams*, ambitiously covering a century of American photog-

raphy; *Raubbilder*, which gives ample scope to five young German sculptors, all of whom tend to work large; a one-man show of the American sculptor/constructor Dan Graham; and a survey of new Spanish industrial design.

And the aggregate occupies only a fraction of the potential space. All look very splendid, but perhaps the Rivera comes off best. The great white-painted rooms show almost anything to advantage, but the subtleties of his earlier painting, the intricacy of his Cubist phase and the broad effects of his later works, when he returned to Mexico and the mural, all acquire an equal density and vividness under the echoing vaults, in the coolly diffused light. It will be interesting to compare the effect when the show arrives in London later in the year.

Auerbach also, it is pleasing to relate, has had a great triumph in Madrid: since his prize at the Venice Biennale last year he seems to be generally accepted, at long last, as an English painter of international standing.

The sculptures, German and American, are mostly minimal constructions, some of which apparently had kinetic aspects if only they could be plugged in somewhere. (This is obviously one of the drawbacks of the bit-by-bit approach to gallery installation.) The Spanish industrial design mostly looks as though it might have been left over from the late lamented Boilerhouse in London, though not necessarily the worse for that. And, with so many star names, from Timothy O'Sullivan to Joel Sternfeld by way of Steigitz, Adams, Arbus and all, the American photographs could hardly go wrong.

But, more than any individual show, it is the spread and the scope and the possibilities of the place which impress. Undoubtedly if Madrid is, as looks likely, to keep up its new place in the vanguard, the Centro Reina Sofia will be playing an increasingly important part in holding it there.



Doing justice to a modern classic: *Sailor at Lunch* (1914) by Diego Rivera, the intricacy of his Cubist phase shown to advantage in a big retrospective

PROMENADE CONCERT

BBCSO/
Pritchard
Albert Hall/Radio3

Ida Haendel keep in her repertoire Britten's early Violin Concerto when most violinists of international stature have been shamefully neglecting it. Her reading of

the work has long matured. The sarcastic edge to this music — an element which seems so un-British in retrospect — comes across with stinging attack and she makes much of the score's strangely ambiguous emotional state.

The only question is whether the rearrangement that she makes for the violin octaves in the last pages was authorized by the composer himself. How evocative, though, those last pages still were, as they shifted with unsettling indecision between a major or minor key ending.

When one thinks that this concerto is also only a couple of years short of its half-century, it is disappointing that it has never won a place among the major 20th-century concertos, as it surely deserves.

In recent years, similar claims have been made for Vaughan Williams's *masque* for dancing, *Job*. This, too, is a child of the 1930s, though it is difficult to recognize it as such when it is heard straight after the Britten. Its most striking feature now is its magnificent command of orchestration,

from the triple flute ensembles to the thunderous eruption of the organ, all splendidly captured by the BBC Symphony Orchestra under Sir John Pritchard in the Albert Hall's generously romantic acoustics.

The dance element was completed by Falla's *El amor brujo*, given a strong and affectionate performance with Sarah Walker as the mezzo soloist, sporting a Spanish tang in the voice and a red rose in her hair.

Richard Fairman

Barely telling

Chris Peachment meets Peter Gill, whose *Mean Tears* opens at the Cottesloe tonight

Peter Gill: puritan elegance



"Shelley's *Epipsychidion*, that's what it's all about. I don't know what it's about. I don't know why I wrote it. I do know why I wrote it, but I can't explain it. The difference between ideal and abstraction perhaps... Come and see it. Tell me what you think. We will be all right."

These parting words from Peter Gill on his new *Mean Tears*, which opens at the Cottesloe tonight, might well have come from any of the characters in his play. One recognizes the same halting progression of ideas, the constant reassessment, the tentative groping towards a conclusion which is characteristic of the man. There is also a thin fog around the words, which tends to serve as a very good camouflage. A blunt question will not get you very far with Gill. Or rather it will get you a very long way indeed, but not in the expected direction.

Mean Tears has at its centre a relationship between two men which is threatened by one of them having a wandering eye for the ladies. The very first speech of the play is a quotation from Shelley's *Epipsychidion*, which is either a well argued critique against the deadening effect of monogamy or else an elaborate excuse for Shelley's brand of promiscuity. This is not to suggest, however, that the play is a dry rehearsal of ideas. For Gill's brand of dialogue is firmly rooted in the everyday grind. Indeed, so real are his exchanges that they take on an hallucinatory quality. "Christopher Hampton always says of them that they are real but strange," says Gill. This could be identified as partly coming from a style and tradition of the Royal Court, where Gill spent his formative years. Gill's plays have all the bare, puritan elegance of a piece of Shaker furniture.

As a director his best known act of theatrical archeology was the rediscovery and renovation of the plays of D.H. Lawrence. "I have never enjoyed any production as much as I did *A Collier's*

Friday Night, which may be because it was the first thing I ever did [in 1965]. But there was no awareness that it was a major rediscovery. I just found the play, and George Devine said 'Do it on a Friday night', so I did."

Lawrence said that he wrote to shed his sickness. One can sense a strong, confessional element in Gill's play, a kind of personal pressure behind the words. Does he find this difficult? "I don't want to be coy about this," he says, becoming, if not coy, at least diversionary. "But when you direct something which you have written it becomes something other. You discover stuff that you didn't really know you'd done. Of course the actors make demands and need information, and you can't say something silly like 'The author intends such and such here'."

In fact his scripts are dauntingly bare of the usual instructions and clues which playwrights insert about the characters and scenery. The only information given is the names of the people, and whether they are in the scene or not. "I always write it the way I think a director might like it. It tells you quite enough within the text about character, entrances and exits. I certainly wouldn't want to write 'Enter a woman of uncertain years, with a nonchalant air, who yet retains the vestiges of a beauty which she once wore...' and so on. I understand authors who do that: they are worried what the director might do to their creation. As a director, I always follow what an author says."

Alongside Shelley, Keats's phrase about negative capability also crops up in *Mean Tears*. One of the main characters has it; the other is said to possess its opposite, "positive incapacity." "That is what it is all about," says Peter Gill in another final attempt to explain. "Or maybe it's about if Lucien de Rubempré had been to an English prep school." Balzacians will understand; the rest will have to puzzle out Mr Gill.

A trip to old Hollywood

THEATRE

Sammy Cahn
Duke of York's

Rather as Gerald Moore got up quite late in life from the anonymity of the accompanist's stool to write his autobiography, the veteran songwriter Sammy Cahn has decided to treat himself to a small dose of the limelight. His lyrics helped to cast on famous names like Doris Day, Mario Lanza and, above all, Frank Sinatra.

Cahn is a decidedly sprightly, even agile, 73-year-old: at one point he tells us that when he first went to Hollywood aged 25 (from Lower East Side, New York) he already had ulcers, but whatever it takes to write immaculate lyrics under pressure seems to have kept him enviably young. His voice may have lost its bloom (he intimates that it was never exactly peachy), but what he lacks in tonal beauty Cahn makes up for with the vitality and enjoyment he communicates as he intersperses narrated autobiography with

extracts from his own songs. This is an unashamedly nostalgic trip down memory lane to the Hollywood of the late Thirties and Forties, when Doris Day was unknown and Marilyn Monroe went off with a baseball player called Joe Di Maggio. What makes it interesting is that we see it all from an unfamiliar perspective, that of the songwriter, with his composer partner having to make the words fit and flow in the most unpropitious circumstances.

Cahn makes this world come to life and seem exciting, though he has to work overtime to obtain any dramatic support from his reliable but po-faced accompanist, Peter Daniels.

Exciting it may have been, but Cahn's genial manner does not disguise the grit and grind (working for no money, having songs repeatedly turned down) which were part of the story. Though he celebrates his successes (Academy Awards, gold discs — one almost expects royalty statements to appear on the cyclo-rama) with un-British candour, he seems in no way an immodest man: merely one



Cahn: vitality and enjoyment

with a healthy pride in a talent very easy to underestimate. He is certainly modest enough to give way on numerous occasions to three vocalists whose combined ages might not be much more than 75.

Vincent Pitrillo provides some top notes worthy of Lanza himself. And Toffelmire shows herself very much at home in singing comedy, where her rather hard-edge tone is ideal, but the show-stealer for me is the thrillingly uninhibited rhythm-and-blues voice of Leola Jiles. Her performance of the ballad "Hang Your Tears Up To Dry" goes way behind the professional slickness with which Hollywood has sometimes been content to cover up the truth of the tender emotions, and touches the regions of the heart explored by Billie Holiday.

Harry Eyres

Rebel in Paradise

Young Vic Studio

confronting the police and lecturing audiences, and nailing a succession of pious frauds from patriotism and democracy to the "tragedy" of female emancipation.

Simultaneously, a private portrait is developing of the young Emma deluging a family friend in soup when he speaks slightly of anarchists, and joining a New York cell, where it takes all her courage to offer to distribute handbills. Public rhetoric never intrudes on these scenes. Instead, there are gritty Yiddish jokes; and, if the names of Marx or Bakunin crop up, their theories are given down-to-earth application to the New York sewage system.

Michele Costa's Emma undergoes an almost unrecognizable change from an impulsively vulnerable girl to

an unassailable armour-plated campaigner, but one who can still melt into radiating warmth on the rare occasions when she meets somebody she can trust. One such person is her first lover, Sasha (Adam Gavzer), imprisoned for the attempted assassination of Henry Frick. Another, less predictably, is Ben Reizman, a lecherous Jewish-Baptist doctor (Greg Charles), who pushed anarchism to the extent of sympathizing with the police. In the stormy course of that affair, the play's public expression of anarchism combines with testing it against the quicksands of personal desire.

Projecting a strong sense of turn-of-the-century immigrant America, backed with Yiddish songs and ragtime, Paulette Randall's production (for the Moving Target Theatre Company) makes a substantial impact with the most limited means.

Irving Wardle

Cerceau

Riverside Studios

The blurb for this four-hour production of Viktor Slavkin's play by Anatoli Vasiliev, from Moscow's Taganka Theatre, said that it concerned the "gloomy wood" of middle age experienced by, among others, Dante. For most of the first act I felt that I was not only in a gloomy wood but surrounded by fog and partially blinded by the same time.

Much of this was attributable to being unable to hear the simultaneous translation when the actors raised their voices. However, the beginning of the play, in which six oddly assorted characters arrive at a derelict summer-house (as Jeremy Kingston described in his preview of the production last week) in order to make a desultory attempt at communal living, did seem indigestible and unstructured. There were moments of visual excitement, like the unboarding of the dacha from within at the start and the spontaneous outbreaks of dancing (no excellent boogie-woogie piano). But there were a large number of words also, whose tone and significance were not always easy to gauge.

Things become much easier and more rewarding in the second act, with the characters already established and the stage set for a sequence of beautifully composed images. The formalities of a more gracious age take over from the fragmented present as the characters, seated at dinner, exchange letters, first from the past, then as a means of expressing present feelings.

The culmination of the act, and the whole production, is the game of *cerceau* (hoop-la) itself, in which the actors use sword-like sticks to toss rings to each other over and through the semi-transparent dacha. It is an unforgettable realization of a form of human connection which is both fragile and enduring (why have these sticks survived when cities and races have been wiped out, one character asks), but above all graceful.

The communal experiment peters out in a desolate final act of departure (the whole structure bears more than a passing resemblance to that of *The Cherry Orchard*), but the gloom has been given, as sometimes in Tarkovsky, by at least one moment of piercing illumination.

H.E.

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In a class of his own

Most 15-year-olds take O levels but not many do so under real threat of heart failure. Sally Brompton meets a remarkable teenager and his mother

While thousands of youngsters await the results of their O level examinations, Adrian Fletcher's greatest achievement is that he succeeded in taking them at all. Fighting for breath and with a failing heart, the 15-year-old cystic fibrosis sufferer, who at the time weighed just 3½st, insisted on sitting the exams rather than going into hospital. On one occasion, fellow students had to carry him into the exam room; much of the time he was in a wheelchair with a constant supply of oxygen. "I wanted to get the exams out of the way," he says simply.

A courteous, quick-witted boy with a wicked sense of humour, he is one of approximately 6,000 sufferers in the United Kingdom whose lives are threatened by the inherited disease which attacks the lungs and digestive system. An estimated 5 per cent of the population are carriers, and when two of them marry there is a 25 per cent chance of each of their children being affected. Until recent years victims seldom lived beyond infancy, but improved treatment has meant that there are now about 1,200 adult sufferers in this country. While the present average life expectancy is 30 years, there are several cystic fibrosis sufferers in their fifties and one in his eighties.

Adrian and his mother, Cindy, know the statistics by heart. They are as much a part of their lives as the physiotherapy sessions which Adrian needs three times a day, and the frequent coughing fits which horrify strangers and leave him blue and exhausted, and the regular spells in hospital which he tries to limit to school holidays and half-term so that he does not fall too far behind in his schooling.

"When you're at a school like this, if you miss more than a week you're lost," says his mother of the former grammar school which means so much to her son, the youngest pupil in his class.

When his parents were looking for a local school to which to send their two sons, Goffs School in Chesham, Hertfordshire, was the only one they visited which accepted Adrian without hesitation. "What problems?" shrugged the headmaster, Dr Colin Hadley, when Cindy tried to explain her younger son's condition. "He'll just be one of the kids." The fact that Adrian is, indeed, just one of the



Not such an ordinary boy: Adrian Fletcher, who needed a constant supply of oxygen during his exams

kids, is as much his doing as the school's. "Right from the start, Adrian was determined that he should be treated as an ordinary boy," Dr Hadley says.

Certainly, an ordinary life for Adrian is something which his family has always tried to achieve. "I prefer to say that Adrian has to adapt to our life, rather than the other way round," says his mother, a matron at a nearby comprehensive school. His father works for a security firm as assistant to the special projects manager. "Adrian lives our life with a few deviations along the way," Cindy says. "The thing he hates more than anything else is having people make a fuss over him."

However, she admits that the limitations on Adrian's life are such that it has been impossible for him to be close to his elder brother, Matthew, aged 17. "It's like having two only-children in the same house." As far as his fellow pupils are concerned, Dr Hadley says that Adrian has "always fitted in well. He

doesn't need protecting." Academically, he describes Adrian as "a six O level boy — but we're talking about high grades, mind you". To Adrian, all that currently matters is that he gets into the sixth form next term to start studying for his A levels in social biology and geography.

At just under 5ft tall, Adrian was already wearing his sixth-form tie

'He has always fitted in well; he doesn't need protecting'

when we met in the school holidays. He was back on his feet again, walking without a wheelchair, breathing without oxygen and weighing 4st 4lb — "the most he's ever been", according to his mother. One of the symptoms of cystic fibrosis is the inability of the digestive system to absorb protein and fat, which

means a life-long restricted diet.

Two weeks before the exams, his mother had taken him into the Tadworth Court Children's Hospital in Surrey ("almost his second home") to give him a boost. "Sometimes when he's really rough, he's glad to get there," she says. "He'll say to me: 'Oh dear, it's time I went to Tadworth again.'"

On this occasion, however, Adrian came out feeling worse than when he went in. "If it hadn't been for the exams they wouldn't have let him out," Cindy says. Adrian took the first of his eight O levels in the school hall with his classmates. When he went to the lavatory and discovered that he did not have the strength to walk back to the hall, two sixth-form boys carried him in a chair. That evening his mother, a former nurse, noticed that his ankles and legs had swollen up and recognized that he had gone into heart failure — a slowing down of the speed at which the heart pumps blood into the arteries, resulting in

the veins becoming congested and the pressure rising. Adrian refused to go to Tadworth until he had done his physics exam, and agreed to go in at the weekend only on the condition that he went home on Sunday night in time for the next day's exams.

The school delayed the redecoration of the careers room to enable Adrian to take the rest of his O levels there with his own invigilator. By now, he needed a wheelchair. "At one time, he wouldn't have agreed to use one, but he suddenly realized that it was that or nothing," Cindy says. He also needed a constant supply of oxygen. The school sister gave him physiotherapy at lunch-

'He was literally fighting for breath all the time'

time. "He was in a terrible state," Dr Hadley recalls. "He was literally fighting for breath all the time."

As soon as the physics exam was over on the Friday morning, Adrian's mother drove him straight to Tadworth, where he spent the weekend. "He was grey," Cindy remembers. "He looked frightful. They took two litres of fluid off him in 24 hours. His lungs were so tatty that his heart couldn't push the blood and all the fluids around his body." She begged him to stay in hospital but Adrian was adamant. He was unable to take his chemistry practical because there was no way that he could have stood for two hours, "and we felt that oxygen cylinders and bunsen burners were not quite compatible," jokes his mother. At the request of the school, the Cambridge examining board agreed to assess him on his theoretical paper and past work.

Adrian finished his final exam at 2.30pm on the Monday and by 4.30pm his mother had driven him the 70 miles to Tadworth, where he spent the following two and a half weeks.

Cindy admits that she still feels guilty about allowing him to take the exams. "I knew in my heart of hearts that he should be in hospital, and I felt that I was denying him the treatment he needed." But the doctors supported her decision, telling her: "He's worked for these exams and they are his goal, and the worst thing you could possibly do is to take that goal away from him."

While Cindy speaks glowingly of the school and all the support and encouragement that it has given her son, Dr Hadley feels that Adrian has contributed much to them in return. "His spirit is absolutely unquenchable," says the headmaster. "Adrian is an inspiration to us all."

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BRIEFLY

A round-up of news, views and information

Brown now, here's how

Despite some vigorous claims that pale is chic, it remains to be seen if the Cancer Research Campaign's ominous message about the risk of violent skin cancers will convince the majority that sunbathing is passé. One thing is certain: the fake tan is reaching new levels of sophistication and Harrods report a boom in sales of "faking" products. The new generation of self-tanning lotions are a big cosmetic leap from the TanFastics of old, which made women's mini-skirted legs look like carrot sticks; best are Estée Lauder's Self Action Tanning Cream (£9) and Clarins's Self-Tanning Milk (£7.25), which can even be used lightly on the face. For those who prefer merely to glow, Guerlain's Terracotta powder (£11.50) provides an entirely natural-looking gleam.

Box appeal

If you were looking for a word to describe the mesmerizing appeal of Lieutenant-Colonel Oliver North, it is telegenic ("having or showing a pleasant television image"). It is a quality which is increasingly desirable and one which (according to one of several companies who specialize in grooming business men and women for television appearances) can't be taught, but "can be encouraged." Both Management Communications (01-637 2724) and Michael Barratt Ltd (01-370 4391) offer courses designed to make you feel at home in front of the camera — which, apparently, makes people look taller and makes blue eyes a shade more dazzling.

Colonel North apart, who else offers a good role model? According to a Management Communications spokesman: "Miriam Stoppard, and Derek Jameson's well on the way. Oh — and Mrs Jeffrey Archer. But not her husband."

Fathercare?

Modern fathers are rushing out of the delivery room and straight into print: father-of-two Peter Walker's experience of birth ("it should be prepared for like a gymnastic event") gave birth to *Natural Parenting* (Bloomsbury, £12.95). A yoga teacher who

runs pre-natal classes, Walker (with the help of his wife Fiona) has formulated massage and exercise techniques which span pregnancy and babyhood for families to enjoy together. "The earlier the man becomes actively involved, the less squeamish he'll be about the whole event," Walker believes. And in the United States, psychologist Matthew Back is marketing babyware to macho fathers who get squeamish about strapping themselves into flower-sprigged nappies, changing bags, His *Me And My Dad* mail order catalogue offers a taller-than-usual pushchair, a sturdy backpack/child carrier and a kn-bag in stylish grey. Other father-orientated items are being conceived...

Quote me...

"The number of people aged 60 and more has risen from 11 to 12 million in the last 10 years. Yet still nobody wants to know about the elderly. To me, the old are what we're all going to be — very soon! It isn't a matter of us and them. It's us!"

Helen Hamlyn

PMT-time

Even the PMT Advisory Service concedes that premenstrual tension seems to have become "the fashionable syndrome", although they prefer to think of it more as "being exacerbated by a fashionable lifestyle — working too hard, and juggling too many roles." A recent survey suggests that more than 70 per cent of women suffer from it. A new book, *Beat PMT Through Diet* (Ebury Press, £4.95), explains the service's recommended modifications to women's eating patterns, which include cutting down on convenience foods, upping your intake of raw food and reducing animal fat. For those who cannot (or will not) forgo unhealthy diets, "prescribed vitamin and mineral supplements — B6, magnesium, calcium — can go some way towards alleviating symptoms." This week, the service throws open the doors of a London clinic for the first time, consulting one day a week at the Hale Clinic, 7 Park Crescent, W1N 3HE (01-631 0156).

Josephine Fairley

Whose name is it anyway?

FIRST PERSON

Liz Hodgkinson

When my mother-in-law writes a letter to me, she is very careful to address the envelope to my husband's surname and first name, prefixing all this with "Mrs". She does not mean to be insulting, only correct.

But I am insulted, and humiliated, each time I receive a communication which addresses me by both my husband's names. Everybody does it — my bank, my accountant, friends, relations. At least, they do it until specifically requested not to. "Can you please," I ask politely, "call me by my own first name?"

Few people can see the harm in addressing a married woman "correctly" as "Mrs

John Smith". Surely I cannot be the only woman who objects to this custom? Isn't it time to abolish such usage, which dates back to the days when women were, quite literally, kept and owned by their husbands?

Looking at the social pages of *Tatler*, which in many ways prides itself on being fashionable, I notice that all the women are identified as "Mrs John Smith", "The Hon Mrs Denzil Farnham" and so on.

In *Harpers & Queen* the same thing happens. Princess Anne has to bear the additional, and surely quite unnecessary, label

of Mrs Mark Phillips; and the Prime Minister is known as Mrs Denis Thatcher. For a split second, you wonder whom they are talking about.

When watching Wimbledon this year, I heard a commentator refer to former British champion Angela Mortimer as "now Mrs John Barrett, of course". Yet it is unthinkable that John McEnroe, married to Tatum O'Neal, would ever be billed as "Mr T. O'Neal".

I consulted Debrett's Peerage, publishers of *Debrett's Correct Form*. David Williamson, co-editor of *Debrett's*,

said: "You may be surprised to hear that there is even more insistence on the custom nowadays than ever before, and the main reason for this is divorce. When a woman is divorced, she always reverts to her own Christian names."

"Many women nowadays like to stick to 'Mrs John Smith' because this tells people that they are not divorced." If this system did not operate and a man remarried after divorce, there could be two Mrs John Smiths, which would, says Williamson, be confusing. "Fifty years ago," Williamson continued, "it was considered correct for widows to revert to their own first names. Our usage is simply custom, but the politest custom is to address married women as they wish to be addressed."

Tatler's social editor, Peter Townsend, commented: "Most women actually prefer to be known by their husband's names, and feel it is part of the status of marriage. If this custom were to be changed, it would cause enormous problems. What would you do about lords and ladies, or duchesses — deny them the right to be called by their husband's names? If the woman is a professional person, known by her own name, there may be extenuating circumstances, but we would always call the Prime Minister Mrs Denis Thatcher."

But is it fair that this usage should only go one way? "I certainly wouldn't like to be known as Mr My Wife," Townsend said. "Nor would most men."

I want to be known — both professionally and socially — as a person in my own right. Women these days do not want a derivative status in life. Must we continue to take derivative names?

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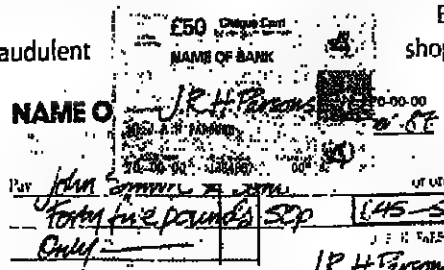
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TELEVISION AND RADIO

Compiled by Peter Dear
and Peter Davalle

The poet goes to war

TELEVISION
CHOICE

● The Second World War may not have produced poetry of the calibre of Wilfred Owen's or Siegfried Sassoon's but it did inspire many ordinary men and women who were not normally poets to break into verse. Soldiers, sailors, airmen and nurses drew their inspiration from the special stresses of war and the results were often remarkable. War Poets of '39 (BBC2, 7.15pm), in the Open Space series, draws on more than 10,000 poems, collected by the Oasis Trust under a former Daily Mirror journalist, Victor Schwab. Some are jolly, as when a housewife expresses pride that her pots and pans have helped to make a Hurricane. Others are moving and poignant, laments for the fallen like a nurse's dedication to the man she loved. Yet more are cynical, bitter and angry, chipping away at the myth that between 1939 and 1945 Britain was one big, happy, united family. This is the unofficial history of the



Neil Dudgeon as Sapper Meddeman, one of the poets featured in War Poets of '39 (BBC2, 7.15pm)

Second World War, the conflict as seen from the grass roots. The poems are introduced by Spike Milligan (who wrote his first serious verse as a young gunner) and General Sir John Hackett and performed by four actors, Paul McGann, Irene Richard, Paul Jesson and Neil Dudgeon. They may sound more like radio than television. But the producer, Peter Lee-Wright,

Peter Waymark

Radio 1

MF (medium wave). Stereo on VHF (see below).
5.30am Adrian John 7.00
Simon Mayo 8.30 Andy 7.00
Ken Bruce 11.00 Jimmy Young
Terry 12.30pm Newsbeat (Frank
Partridge) 12.45 Gary Davies
3.00 Steve Wright 5.30 Newsbeat
5.45 Bruno Brookes 7.30
Janice Long 10.00-12.00 John
Peel VHF Stereo Radios 1 and
2: 4.00am As Radio 2 10.00pm
As Radio 1 12.00-4.00am As
Radio 2

Radio 2

MF (medium wave). Stereo on VHF (see Radio 1).
News on the hour. Sports
rounds 6.00-6.30. Cricket Scoreboard
7.30pm.
4.00am Colin Berry 5.30 Ray
Moore 7.30 Derek Jameson 8.30
Ken Bruce 11.00 Jimmy Young
1.05pm Cliff Morgan 2.05 Gloria
Humphord (weekly phone-in)
3.30 Adrian Love 5.05 John Dunn
7.00-7.30 12.30 (Newsbeat Folk
Festival) 6.30 Looking for a
Lonesome Yodel (Hank
Wangford) 9.00 Listen to the Band
10.00-10.30 (Newsbeat) 10.30
Inman and Friends 10.30 The
Music Goes Round and Round
11.00 (Taddy Johnson) 11.00
Nightline 11.00-11.30
11.30-11.45 A Little Night
Music

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7.00-7.15 World News 7.15-7.30
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Algoma Steel	18%	18%
Can Pacific	29%	28%
Cominco	20%	20
Con Bathurst	20	20%
Hawk & Can	28%	28
Hud Bay M	24%	24%
Inco	35%	35%
Imperial Oil	75%	75%
Int Pipe	55%	56%
Royal Trust Co	17%	18%
Seagram	104	104
Shelco 'A'	28%	28%
Thomson N. A.	93%	93%
Varrity Co	3.30	3.35
WCI	19	19
Weston	44%	45%

TEMPUS
unlikely suitor
or Babcock
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Holiday Britons spend more time at home than abroad

By Derek Harris, Industrial Editor

Despite the growth in foreign travel Britons still spend more time holidaying within the United Kingdom than anywhere else, especially on the increasingly popular short breaks. Last year in England alone, they spent a record £5.6 billion, an increase of 10 per cent over 1985.

Announcing this yesterday, Mr Duncan Black, chairman of the English Tourist Board, forecast that by the early part of the next decade tourism could be worth £20 billion a year to England at current prices.

This would mean virtually a doubling of expenditure within half a decade. Last year overall tourism spending was £10.5 billion in England, foreign visitors' spending of £4.9 billion nearly equalling the

record 1985 spending despite the big fall-off in North American tourists because of the effects of terrorism and Chernobyl.

Growth areas in the domestic market are short breaks and activity holidays, said Mr Black. In five years, spending on short breaks in England had increased by more than a half to £775 million.

A promotion of 13 English cities for short-break holidays — some of them more associated with smogstack industries than traditional tourism — was launched in conjunction with the ETB last year and in its first 10 months sold more than 15,000 bed-nights. This was worth a total of more than £300,000 to the cities that included Liverpool,

Coventry, Portsmouth and Bradford.

Britons took 59 million holiday trips in England last year compared to 18 million overseas.

Although the overseas trips, boosted by the easy accessibility and cheapness of sunshine packages abroad, were of longer duration, a comparison on actual nights spent away still showed the domestic market ahead, said Mr Black. There were 285 million holiday nights spent in England compared to 210 million overseas.

But Mr Black, who was presenting the ETB's latest annual report, sounded a warning: "I must make it clear that growth must not be taken for granted. Strong competition from destinations

overseas attracted British holiday tourists abroad in increasing numbers in 1986 after a pause in 1985. Effective promotion of England's attractions remains vital to the industry and to our economy."

Tourism was now sustaining nearly one million jobs in England alone at present, he pointed out.

The ETB is beefing up its support for the industry. Last year 630 tourism projects benefited from grants totalling £14 million. In turn, that generated another £108.6 million in investment and created 2,886 direct full-time jobs.

English Tourist Board Annual Report to March 1987. £5 from ETB, Department D, 4 Bromley Road, London SW4 0BJ.

Reed Int poised for more buys

By Joe Joseph

Reed International, which last week capped its £340 million purchase of Mr Paul Hamlyn's Octopus publishing group with the takeover of *Variety*, the American show-business trade paper, is planning further acquisitions in both its publishing and its packaging and paper divisions.

Mr Leslie Carpenter, the chairman, said yesterday that business was going well so far this year, and that things were changing fast at the company, whose purchase of Octopus marked a "major development".

He told the annual meeting that Octopus gave Reed "a leading position in the books sector of UK publishing, with a business second to none in its field in general trade publishing. It also gives us an important interest in the educational market upon which we can build."

Mr Carpenter predicted that the proposed purchase of *Variety* will take us a step further in broadening the base of our US publishing business. We are continuing to explore other fields in the USA, where newspapers are supported exclusively or largely by advertising revenues.

He said Reed's £20 million investment in British Satellite Broadcasting, the consortium which last year won Britain's direct broadcasting by satellite franchise, could be regarded as more speculative.

But he said "we feel it is important that Reed should watch every area of the advertising market and invest in those which offer new opportunities within the bounds of financial prudence."

Freedom of City for Bond

Mr Alan Bond, the Australian entrepreneur, who won the America's Cup in 1983, pictured yesterday after receiving the freedom of the City of London, at Guildhall.

The Lord Mayor of London, Sir David Rowe-Ham, and the Chief Commoner, Deputy Edwin Coven, were Mr Bond's two sponsors.

Mr Bond, aged 48, whose Australia IV just failed to be Australia's challenger for the America's Cup this year, is executive chairman of Bond Corporation Holdings.

His business interests include property, brewing, the electronic media, oil and gas, minerals, retailing, and airships.



BSB confident of microchips supply

By Joe Joseph

British Satellite Broadcasting, which last week signed up the first tranche of financing for Britain's new three-channel satellite television service, is confident that the electronics needed to launch the £625 million project will be ready in time for the planned start of broadcasting in late 1989.

Mr Graham Grist, BSB's financial and commercial director, has been talking to five leading microchip manufacturers — TI, Texas Instruments, Mullard, Plessey and RCA-Nordic — in the past few days to try and speed up development of the special D-MAC microchips needed to convert the satellite signal into a standard suitable for ordinary television sets.

But it is now confident that at least one or two suppliers will have the product ready within a year or so, even without a helping hand from BSB.

There have been question marks over whether BSB, which last Friday formally signed the British direct broadcasting by satellite franchise with the Independent Broadcasting Authority, would have enough supplies of the chips ready for the receiving equipment to be in shops in time for the launch.

BSB suggested last week that it might even be willing to help finance the design of the chips to speed up the development time and secure sources of supply.

But it is now confident that at least one or two suppliers will have the product ready within a year or so, even without a helping hand from BSB.

"It's looking very positive," Mr Grist said yesterday. He said the whole operation, from designing the chip to volume production, could take one year from scratch.

"We are looking to encourage, in the early stage, a select number to get into manufacture. At least one or more of those manufacturers will be willing to go ahead without any funding from us," Mr Grist said.

There have been some worries that BSB might not be able to meet its ambitious timetable. These fears have been fuelled by speculation that the consortium may have been goaded into acting more swiftly than it might have wished by the threat of com-

petition from SES-Astra, a consortium based in Luxembourg, which plans to broadcast 16 satellite channels across Western Europe by 1989.

BSB's new target starting date of Christmas 1989 is a year ahead of schedule.

BSB last week signed up £222.5 million in its first stage of funding for the project and ordered two satellites from Hughes Aircraft of America.

BSB's original founder members — Anglia Television, Granada, Pearson and Virgin — were joined by seven others, including Australia's Bond Corporation, whose initial £50 million subscription makes it the project's largest single backer.

Kingsgrange to raise £3m in flotation

Kingsgrange, the London-based specialist in the design, manufacture and marketing of toiletries and skin-care products, will come to the main market next week in a £3 million placing of shares. The flotation will capitalize the company at £20.1 million.

In the year to April 30, Kingsgrange produced pretax profits of £1.2 million on turnover of £13 million, up nearly 17 per cent. A dividend of not less than 2.25p per share for the present year is expected.

In the placing, through Shearson Lehman Securities, the broker, Kingsgrange will issue 22.6 per cent of its equity

Full listing sought by Kentish

By Alexandra Jackson

Kentish Property Group, which specializes in residential property development and trading in the north, east and docklands areas of London, is seeking a full listing on the Stock Exchange by way of a placing by Robert Fleming, the merchant bank, of 4,954,000 shares at 185p, valuing the group at £36.7 million. Dealings are expected to begin next Monday.

Of the shares placed, 3,800,000 are new shares which will raise £6.54 million for the company. The balance are being sold for £2.1 million by the chairman, Mr Keith Preston, and his wife.

Mr and Mrs Preston will hold 69 per cent of the equity after the placing, with other directors holding an additional 6 per cent. The shares placed represent 25 per cent of enlarged ordinary capital.

Kentish's profits have grown from £35,000 in 1982 to £1.1 million in 1986. The directors forecast 1987 pretax profits of £3.4 million. On this basis, the shares are on a p/e ratio of 14.8 times, well up with the sector average. After the placing, net borrowings will account for 65 per cent of ordinary shareholders' funds.

Many developments are built in inner city areas so architectural input is crucial. Most projects are newly built although some involve refurbishing existing buildings. Prices range from £50,000 for a terraced property in north London to £330,000 for a luxury apartment on the Isle of Dogs.

TKM lifts Molins bid to £94m

By Michael Tate

Mr Ron Briery's Tozer Kemsley & Millbourn has lifted its bid for Molins, the specialist machinery maker, from £82 million to £94.8 million.

The new terms — seven TKM shares and 230p in cash for every four Molins, or a straight 300p a share in cash — are final, Mr Reg Heath, TKM's chief executive, says.

The shares and cash package values each Molins share at about 306p at current price

levels, compared with the initial 250p offer and Monday's stock market price of 288p.

It was promptly dismissed by the Molins board as "failing to recognize the excellent prospects for Molins".

TKM's initial offer attracted acceptances from holders of only 0.09 per cent of the Molins share capital, other than the 24 per cent held by Mr Briery through IEP Securities.

It was a response described yesterday by Mr Christopher Ross, Molins's managing director, as "derisory".

Molins last week forecast profits of not less than £10 million for the year to end-February 1988.

City analysts are predicting £11.7 million for the following year.

TKM said yesterday that its higher offer had been made in response to the improvement in the outlook for Molins.

Mr Heath insisted that the new offer "very fully values Molins in relation to its impressive record over the last five years and the quality of its profits, still questionable after some rather unconvincing explanations".

Molins's shares moved up to match the new bid price yesterday at 306p.

The new terms were, however, generally regarded as still less than generous in City circles.

Desmond's run of the green

Danny Desmond, the man behind the privately-owned property group Bridge Hall, in which Great Portland Estates now has a 50 per cent share stake, had a double celebration upon Nick Faldo's win of the British Open. Desmond, an old family friend of Faldo's — he is godfather to Faldo's daughter Natalie — agreed to sponsor the golfer in May, when he appeared to be down on his luck. In return for having Bridge Hall Group emblazoned across Faldo's golf bag, Desmond agreed to pay him £3,500 for each PGA win and £25,000 for success in a major tournament. Faldo duly obliged by winning the £29,000 Spanish Open but much to Desmond's chagrin he had forgotten to lay the £3,500 off with a bookmaker. Determined not to be caught out twice, in the British Open he put £500 at 50-1 on Faldo to win, and yesterday simply passed on the £25,000 winnings to his chum. Desmond, now the third biggest shareholder in Great Portland, also had a modest personal flutter on Faldo — but refuses to disclose how much.

Poetic licence

MPs were waxing lyrical during the Third Reading of the summer Finance Bill late on Monday night, with Peter Brooke, the Paymaster General, spouting out all manner of good-humoured things, despite the hour. He even managed a little rhyme, learned on a Welsh mother's knee, in a jibe at the Shadow cabinet for

THE TIMES CITY DIARY

Clearing the board

Dashing brothers Raschid and Osman Abdullah, who now run the industrial conglomerate Evered, refuse to admit that they have ever played the board game "Strike It Rich" — even though their latest string of real life business deals bear an uncanny resemblance to it. Two of the 40 or so companies listed on the Monopoly-style board are Hallite and London & Northern, both taken over by Evered in the past couple of

months. Other unfortunate participant companies include Pilkington, MFI and Hogg Robinson. "We were asked if we wanted to go on the board, but it cost something like £1,000 and so we told them we weren't interested," chairman Raschid tells me. Is he about to buy any of the other companies on the board? "There is one we might be interested in," he says intriguingly.

having only two survivors from the last Labour government — Roy Hattersley at Home Affairs, and John Smith, Treasury.

Joshua the son of Nun And Caleb the son of Jephunneh



Were the only two who ever Got through to the land of milk and honey. Which would be which, I wonder?

Broker bit

Stockbroker Capel-Cure Myers is, shall we say, less than pleased at the readers' survey carried out by the *Investors Chronicle* into brokerage firms. The IC was apparently critical of several aspects of CCM's private client service. CCM's stinging retort, in its monthly circular to private clients, is to describe the IC as using "methods that would have made a professional market research organisation wince". In fairness to the magazine, it never claimed that its survey was scientific — in the best tradition of brokers' own circulars it contained a caveat to that effect.

Enterprise Capital

At long last the expertise on offer within the City of London has been recognised by its bigger suburban London neighbour. Greater London Enterprise, the old Enterprise Board originally established by the GLC to create jobs within the capital, will today announce its first ever profit as well as the appointment to its board of a number of City whizz-kids. Among those expected to become non-executive directors are Clive Hollick, managing director of MAL, the money broking, financial services and outdoor advertising group previously known as Mills and Allen; Ron Sheldon, who manages Charterhouse Japhet's venture fund; and Anthony Everett, head of corporate finance at merchant bank Guinness Mahon. Still funded by 13 London boroughs, surely it too couldn't be headed for privatization?

Boxed in

The directors of Britain's premier football clubs are not solely motivated by the desire to fulfil boyhood dreams. The contacts they make in the directors' box are, it seems, occasionally useful for clinching multi-million pound deals. Newspaper and publishing magnate Robert Maxwell, who is also these days chairman of Derby County Football Club, has just forked out £4 million to buy the travel agency business of Stuart Webb, the club's MD.

Carol Leonard

COMMENT Kenneth Fleet

How BP rewrites the City's book of records

Sir Peter Walters, the BP chairman, was in record-breaking form yesterday. Apart from completing the £7.4 billion buy-in of the minority shareholding in the US Standard Oil offshoot — the largest acquisition by a British company — he helped the Government set a few more benchmarks too. The state disposal of BP shares this autumn will at today's prices be worth £8.5 billion, easily the biggest ever single sale of equity, and the biggest by a British Government. The biggest privatization so far is that of British Gas which raised £5.6 billion. The company's own £1.5 billion rights issue meanwhile is the largest ever staged by a British company and probably bigger than anything done elsewhere too.

While the numbers are remarkable in terms of Government fund raising and company finance, they bear remarkable testimony to the capacity of the London market to absorb large stock offerings. There were severe doubts about the ability of London to cope with the flotation of British Telecom in 1984. Brokers up and down the country blanched at the amounts of stock which they were asked to place in an issue which raised a mere £3.9 billion. To a lesser extent there were similar concerns over British Gas which raised £5.6 billion. With the aid of the ubiquitous Sid and thanks to the efforts of an increasingly confident investment community, BG was a sell-out.

But BP sets high water marks of a different order of magnitude. A successful outcome will demonstrate that, post Big Bang, London's eminent status as a financial centre has been enhanced by an ability to challenge even Wall Street and Tokyo in terms of muscle. The

Government and its advisers hardly batted an eyelid about tackling on an extra £1.5 billion to an issue that would have weighed in at £7 billion anyway. When it comes to equity issues on a mega-scale, London now clearly ranks with the biggest.

Yet another record, much more curious than the rest, emerges with the details of BP's planned £1.5 billion rights issue. By selling to a single shareholder, Her Majesty's Government, which will then sell on the new stock along with its own, BP is effectively giving away the right to price its own issue. It is surely the first occurrence of a third party pricing a sale of stock by a leading company to its own shareholders. BP's senior men were yesterday saying nothing about this oddity which is apparently to be explained in some detail at an extraordinary meeting of all shareholders later in the year. Investors will need to scrutinize the small print carefully. For there is a sharp divergence between the natural inclinations of the Government and the company over the pricing issue. The company's requirements are straightforward, to finance BP's expansion in the most cost effective way. This would require a hawkish attitude to the pricing of the rights issue shares. The Government however will have a non-financial priority in mind when its consults its advisers at the final meetings in the autumn, that of encouraging the wider ownership of equity investments. On past form, this means a measurable element of giveaway is likely. By such a curious hybrid sale, BP will be raising cash on terms which will inevitably be inferior than a normal rights issue would have allowed.

Gordon's Highlanders

Donald Gordon and the Liberty Life group he shrewdly directs may be affronted by the hostile behaviour of Sun Life toward its major shareholder but their development programme shows undiminished drive and enviable flexibility. Later this week, unless the market does take an extended bath, Capital & Counties, one of the top six property development companies and 93 per cent-owned by Liberty through Transatlantic Holdings, will unveil a financing scheme that has two objectives: first, to widen the present small outside shareholder base to something between 30 and 40 per cent of the equity; second, to help in the financing of C&C's large development programme, which is highlighted by new shopping centres of up to 1 million sq ft located mainly near the London orbital motorway (M25) at places like Watford, Bromley and Thurrock.

The new issue will take the form of units made up of convertible preference and ordinary shares at a price significantly more than £4 a unit. This compares with £2.25 a share at which C&C shareholders sold out in 1985; the difference is some indication of the increase in C&C's net asset value in two years. It also reflects the expertise the company has in shopping centre development, an area in which it sees growing demand as British shopping

habits undergo a radical change to bring them into line with shopping abroad.

The form of the issue is designed to appeal especially to institutional shareholders, whose appetite for property investments has noticeably sharpened, as well as to add to the net asset value. Bearing in mind that institutional interest in C&C is spreading both in Europe and the Far East, C&C is poised to move into a higher league. A much more widely held equity and an upgraded capital base will also raise the profile of C&C and the group of which it is a part. Embracing insurance, investment trusts and property development, it is a well-defined financial services group which is basically managed as an integrated operation. For the time being, Sun Life continues to plough its independent furrow.

C&C's issue, which is being handled jointly by Schroder and James Capel (a feather in David Heron's cap) and could bring in something approaching £200 million, is paralleled by Transatlantic's application for a listing on the Luxembourg Stock Exchange. The company would have preferred to be quoted in London but the London Stock Exchange is averse to listing companies, other than investment trusts, whose assets are shareholdings in other companies.

Whitbread chief looks for good growth in profits

Mr SC Whitbread, the chairman of the Whitbread brewery, told yesterday's annual meeting that the group is in good shape and he expects to report good profit growth for first half of the current year with that continuing through to the second.

Whitbread's policy of developing its retail businesses in areas where it has never been strongly represented by its own public houses is showing good returns. Retail developments are advancing in areas such as Scotland, the West Midlands, North-east Surrey, and London's West End. In the West End, there are now more than 20 retail units with a combined annual turnover exceeding £15 million.

Despite poor spring and summer weather, beer sales are only a fraction behind last year. Should the weather improve in August, the board is confident it can increase beer volume again this year.

Sales of Heineken and

Kaltenberg continue to be good and Stella Artois is growing at an exciting pace.

In brief

● NCR LTD: Half-year to May 31. With figures in 2000: Turnover 102,747 (£8,887). Pretax profit 17,126 (£1,878). Earnings per share 131p (117p). The board explains that orders for the first six months are ahead of last time and it is confident of another record revenue in 1987.

● WILLIAM RANSOM & SON: Year to March 31. Total dividend 1.15p (0.995p, adjusted). With figures in 2000: Comparisons restated. Turnover £623 (6,254). Pretax profit 624 (592). Earnings per share 3.27p (4.03p).

● BENSONS CRISPS: Half-year to May 30. With figures in 2000: Turnover 5,522 (£4,725). Pretax profit 205 (£11). Extraordinary profit nil (391). Earnings per share 1.8p (0.2p). The board is confident that the improved performance will continue into the second half.

● FLEMING TECHNOLOGY INVESTMENT TRUST: Year to May 31. Total dividend 0.6p (2.3p). Pretax income 561 (1,027). Earnings per share 0.87p (1.75p).

NatWest Mortgage Rate

With effect from 1st August 1987 for existing borrowers, the NatWest Mortgage Rate payable under current Mortgage Deeds and Conditions of Offer will be decreased from 11.25% p.a. to 10.5% p.a.

National Westminster Home Loans Limited
41 Lothbury, London EC2P 2BP

BUSINESS SUMMARY

Tip Top shares hit by £700,000 shortfall

Shares in Tip Top Drugstores, the biggest chain of drugstores in Scotland and the North-east of England, dipped 20p to 171p yesterday on news of a profit shortfall of £700,000 between the management and financial accounts. The company's auditors, Peat, Marwick, Mitchell are investigating the discrepancy, which was discovered last week during the course of preparing Tip Top's accounts for the year ended on May 30.

There are no plans yet to delay the company's preliminary results due on August 5. Analysts had been expecting full-year profits of about £1.65 million for the full year.

Belgians win Courtaulds Contibet

The Belgian groups Tractebel and Groupe Bruxelles Lambert have finally won control of Courtaulds Holdings, created out of the old IC Gas group. They now have 60.7 per cent of the equity. Last week they claimed an early victory for their £448 million bid but were told that shares bought in the market could not be counted as part of the tally for another week.

Abaco buys surveyor

Abaco Investments, the financial and property services group where Mr John Gunn's British & Commonwealth has a 26.61 per cent stake, is paying up to £10.03 million for Mott Green & Wall, a leading firm of quantity surveyors. The final price paid will depend on MGW's profitability. Abaco will pay £6.5 million now, of which £3.5 million will be cash and the rest Abaco shares, valued at 73p each.

A maximum second instalment of £2.2 million will be paid if MGW lifts its profits from £664,000 to £1,325 million in the year ending June 30, 1988. A further £1.33 million will be paid if profits reach £1,825 million in the following year. MGW is one Britain's largest specialist mechanical and electrical services quantity surveying businesses.

Waterglade profits soar Barbour hits profit target

Waterglade International, the property developer, has comfortably met the targets it promised when it came to the market in April, with pretax profits more than doubling to £3.15 million in the year to March on turnover of £10.93 million. Earnings per share, swelled by acquisitions, grew from 4.48p to 12.73p. There is no dividend.

Pearl on the move

One of the City's largest institutions, the Pearl Group, is planning to move its main administration department to Peterborough. The company has reached an agreement with the Peterborough Development Corporation for a 20-acre site in the city's business park, on which it plans to build a 250,000 square feet building which will house 2,000 of the company's staff.

The insurance group will maintain a small office in London to house its investment and actuarial staff. The move has been planned to cope with the need for new technology and will be phased over four years. However, it has already run into opposition from trade unions led by the Association of Scientific Technical and Managerial Staffs.

COMPANY NEWS

● **GW THORNTON:** The company has acquired Cambridge Cutlery & Tool (Sheffield) for £65,000 cash. Cambridge produced a pretax loss of £10,784 on a turnover of £1.03 million in 1986.

● **BANKERS TRUST NEW YORK CORP:** The group reports a second-quarter loss per share of \$7.85, compared with a profit of \$1.45.

● **AMERICAN EXPRESS:** The company reports a second-quarter loss per share of 12 cents against a profit of 79 cents last time.

● **THE THROGMORTON USM TRUST:** Six months to June 30. With figures in £000: Gross revenue \$81 (681). Pretax revenue 329 (564). Earnings per share 0.64p (1.78p).

MONEY MARKETS AND GOLD

EURO MONEY DEPOSITS %			
Dollar	7 days	call	7d
3 month	6m	6m	6m
6 month	9m	9m	9m
12 month	12m	12m	12m
18 month	18m	18m	18m
24 month	24m	24m	24m
30 month	30m	30m	30m
36 month	36m	36m	36m
42 month	42m	42m	42m
48 month	48m	48m	48m
54 month	54m	54m	54m
60 month	60m	60m	60m
66 month	66m	66m	66m
72 month	72m	72m	72m
78 month	78m	78m	78m
84 month	84m	84m	84m
90 month	90m	90m	90m
96 month	96m	96m	96m
102 month	102m	102m	102m
108 month	108m	108m	108m
114 month	114m	114m	114m
120 month	120m	120m	120m
126 month	126m	126m	126m
132 month	132m	132m	132m
138 month	138m	138m	138m
144 month	144m	144m	144m
150 month	150m	150m	150m
156 month	156m	156m	156m
162 month	162m	162m	162m
168 month	168m	168m	168m
174 month	174m	174m	174m
180 month	180m	180m	180m
186 month	186m	186m	186m
192 month	192m	192m	192m
198 month	198m	198m	198m
204 month	204m	204m	204m
210 month	210m	210m	210m
216 month	216m	216m	216m
222 month	222m	222m	222m
228 month	228m	228m	228m
234 month	234m	234m	234m
240 month	240m	240m	240m
246 month	246m	246m	246m
252 month	252m	252m	252m
258 month	258m	258m	258m
264 month	264m	264m	264m
270 month	270m	270m	270m
276 month	276m	276m	276m
282 month	282m	282m	282m
288 month	288m	288m	288m
294 month	294m	294m	294m
300 month	300m	300m	300m
306 month	306m	306m	306m
312 month	312m	312m	312m
318 month	318m	318m	318m
324 month	324m	324m	324m
330 month	330m	330m	330m
336 month	336m	336m	336m
342 month	342m	342m	342m
348 month	348m	348m	348m
354 month	354m	354m	354m
360 month	360m	360m	360m
366 month	366m	366m	366m
372 month	372m	372m	372m
378 month	378m	378m	378m
384 month	384m	384m	384m
390 month	390m	390m	390m
396 month	396m	396m	396m
402 month	402m	402m	402m
408 month	408m	408m	408m
414 month	414m	414m	414m
420 month	420m	420m	420m
426 month	426m	426m	426m
432 month	432m	432m	432m
438 month	438m	438m	438m
444 month	444m	444m	444m
450 month	450m	450m	450m
456 month	456m	456m	456m
462 month	462m	462m	462m
468 month	468m	468m	468m
474 month	474m	474m	474m
480 month	480m	480m	480m
486 month	486m	486m	486m
492 month	492m	492m	492m
498 month	498m	498m	498m
504 month	504m	504m	504m
510 month	510m	510m	510m
516 month	516m	516m	516m
522 month	522m	522m	522m
528 month	528m	528m	528m
534 month	534m	534m	534m
540 month	540m	540m	540m
546 month	546m	546m	546m
552 month	552m	552m	552m
558 month	558m	558m	558m
564 month	564m	564m	564m
570 month	570m	570m	570m
576 month	576m	576m	576m
582 month	582m	582m	582m
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594 month	594m	594m	594m
600 month	600m	600m	600m
606 month	606m	606m	606m
612 month	612m	612m	612m
618 month	618m	618m	618m
624 month	624m	624m	624m
630 month	630m	630m	630m
636 month	636m	636m	636m
642 month	642m	642m	642m
648 month	648m	648m	648m
654 month	654m	654m	654m
660 month	660m	660m	660m
666 month	666m	666m	666m
672 month	672m	672m	672m
678 month	678m	678m	678m
684 month	684m	684m	684m
690 month	690m	690m	690m
696 month	696m	696m	696m
702 month	702m	702m	702m
708 month	708m	708m	708m
714 month	714m	714m	714m
720 month	720m	720m	720m
726 month	726m	726m	726m
732 month	732m	732m	732m
738 month	738m	738m	738m
744 month	744m	744m	744m
750 month	750m	750m	750m
756 month	756m	756m	756m
762 month	762m	762m	762m
768 month	768m	768m	768m
774 month	774m	774m	774m
780 month	780m	780m	780m
786 month	786m	786m	786m
792 month	792m	792m	792m
798 month	798m	798m	798m
804 month	804m	804m	804m
810 month	810m	810m	810m
816 month	816m	816m	816m
822 month	822m	822m	822m
828 month	828m	828m	828m
834 month	834m	834m	834m
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858 month	858m	858m	858m
864 month	864m	864m	864m
870 month	870m	870m	870m
876 month	876m	876m	876m
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894 month	894m	894m	894m
900 month	900m	900m	900m
906 month	906m	906m	906m
912 month	912m	912m	912m
918 month	918m	918m	918m
924 month	924m	924m	924m
930 month	930m	930m	930m
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942 month	942m	942m	942m
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960 month	960m	960m	960m
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1098 month	1098m	1098m	1098m
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1110 month	1110m	1110m	1110m
1116 month	1116m	1116m	1116m
1122 month	1122m	1122m	1122m
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1152 month	1152m	1152m	1152m
1158 month	1158m	1158m	1158m
1164 month	1164m	1164m	1164m
1170 month	1170m	1170m	1170m
1176 month	1176m	1176m	1176m
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1188 month	1188m	1188m	1188m
1194 month	1194m	1194m	1194m
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1230 month	1230m	1230m	1230m
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1260 month	1260m	1260m	1260m
1266 month	1266m	1266m	1266m
1272 month	1272m	1272m	1272m
1278 month	1278m	1278m	1278m
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1290 month	1290m	1290m	1290m
1296 month	1296m	1296m	1296m
1302 month	1302m	1302m	1302m
1308 month	1308m	1308m	1308m
1314 month	1314m	1314m	1314m
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1356 month	1356m	1356m	1356m
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1380 month	1380m	1380m	1380m
1386 month	1386m	1386m	1386m
1392 month	1392m	1392m	1392m
1398 month	1398m	1398m	1398m
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1482 month	1482m	1482m	1482m
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1506 month	1506m	1506m	1506m
1512 month	1512m	1512m	1512m
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1524 month	1524m	1524m	1524m
1530 month	1530m	1530m	1530m
1536 month	1536m	1536m	1536m
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1554 month	1554m	1554m	1554m
1560 month	1560m	1560m	1560m
1566 month	1566m	1566m	1566m
1572 month	1572m	1572m	1572m
1578 month	1578m	1578m	1578m
1584 month	1584m	1584m	1584m
1590 month	1590m	1590m	1590m
1596 month	1596m	1596m	1596m
1602 month	1602m	1602m	1602m
1608 month	1608m	1608m	1608m
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1620 month	1620m	1620m	1620m
1626 month	1626m	1626m	1626m
1632 month	1632m	1632m	1632m
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1650 month	1650m	1650m	1650m
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1662 month	1662m	1662m	1662m
1668 month	1668m	1668m	1668m
1674 month	1674m	1674m	1674m
1680 month	1680m	1680m	1680m
1686 month	1686m	1686m	1686m
1692 month	1692m	1692m	1692m
1698 month	1698m	1698m	1698m
1704 month	1704m	1704m	1704m
1710 month	1710m	1710m	1710m
1716 month	1716m	1716m	1716m
1722 month	1722m	1722m	1722m
1728 month	1728m	1728m	1728m
1734 month	1734m	1734m	1734m
1740 month	1740m	1740m	1740m
1746 month	1746m	1746m	1746m
1752 month	1752m	1752m	1752m
1758 month	1758m	1758m	1758m
1764 month	1764m	1764m	1764m
1770 month	1770m	1770m	1770m
1776 month	1776m	1776m	1776m
1782 month			

Portfolio - Gold -

From your portfolio card check your eight share price movements on this page overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total prize money stated. If you are a back of your card, you must always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Manders	Building Roads	
2	Sainsbury (J) (aa)	Food	
3	Vibron	Building Roads	
4	Ampol	Oil & Gas	
5	Cookson (aa)	Industrials A-D	
6	Laubrock (aa)	Hotel/Caterers	
7	Apicor Computers	Electronics	
8	Leeds	Textiles	
9	Coats Viscella (aa)	Textiles	
10	Tandem	Industrials A-D	
11	Costa	Industrials A-D	
12	Parker Knoll 'A'	Industrials L-R	
13	Montell	Property	
14	Erskine Hie	Property	
15	SEET	Industrials A-D	
16	Yield	Industrials A-D	
17	Big China Clay	Industrials A-D	
18	Tambull Scott	Shipping	
19	Oliver Paper	Paper/Print/Adv	
20	Lon Seamounts	Property	
21	Smith (WH) 'A'	Draperies	
22	Magnolia	Industrials L-R	
23	Scott & Robertson	Industrials S-Z	
24	Ryl Bk Scot (aa)	Bank/Discount	
25	TINT	Industrials S-Z	
26	Haulergrain	Paper/Print/Adv	
27	Apicor Hides	Food	
28	Apicor	Industrials E-K	
29	Phoenix Prop	Property	
30	Burham	Industrials A-D	
31	Hampton Td	Property	
32	Br Aerospace (aa)	Motors/Aircraft	
33	Woolworth (aa)	Draperies	
34	Black Arrow	Industrials A-D	
35	Timcon	Motors/Aircraft	
36	Stand Chon (aa)	Bank/Discount	
37	Ilmgworth	Textiles	
38	Clifford Dames	Food	
39	Bibby (H)	Industrials A-D	
40	Jourdan (Thomas)	Industrials E-K	
41	Higheate & Job	Industrials E-K	
42	Honda Motor	Motors/Aircraft	
43	Yorkshire TV	Cinema/TV	
44	Tesco (aa)	Food	

Please take into account any minus signs

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	WEEKLY TOTAL

BRITISH FUNDS

1987 High Low Best Price Chgs % %

SHORTS (Under Five Years)

No.	Company	Group	Gain or Loss
101	100% Trust	100% Trust	112 9.112
102	100% Trust	100% Trust	112 9.112
103	100% Trust	100% Trust	112 9.112
104	100% Trust	100% Trust	112 9.112
105	100% Trust	100% Trust	112 9.112
106	100% Trust	100% Trust	112 9.112
107	100% Trust	100% Trust	112 9.112
108	100% Trust	100% Trust	112 9.112
109	100% Trust	100% Trust	112 9.112
110	100% Trust	100% Trust	112 9.112
111	100% Trust	100% Trust	112 9.112
112	100% Trust	100% Trust	112 9.112
113	100% Trust	100% Trust	112 9.112
114	100% Trust	100% Trust	112 9.112
115	100% Trust	100% Trust	112 9.112
116	100% Trust	100% Trust	112 9.112
117	100% Trust	100% Trust	112 9.112
118	100% Trust	100% Trust	112 9.112
119	100% Trust	100% Trust	112 9.112
120	100% Trust	100% Trust	112 9.112
121	100% Trust	100% Trust	112 9.112
122	100% Trust	100% Trust	112 9.112
123	100% Trust	100% Trust	112 9.112
124	100% Trust	100% Trust	112 9.112
125	100% Trust	100% Trust	112 9.112
126	100% Trust	100% Trust	112 9.112
127	100% Trust	100% Trust	112 9.112
128	100% Trust	100% Trust	112 9.112
129	100% Trust	100% Trust	112 9.112
130	100% Trust	100% Trust	112 9.112
131	100% Trust	100% Trust	112 9.112
132	100% Trust	100% Trust	112 9.112
133	100% Trust	100% Trust	112 9.112
134	100% Trust	100% Trust	112 9.112
135	100% Trust	100% Trust	112 9.112
136	100% Trust	100% Trust	112 9.112
137	100% Trust	100% Trust	112 9.112
138	100% Trust	100% Trust	112 9.112
139	100% Trust	100% Trust	112 9.112
140	100% Trust	100% Trust	112 9.112
141	100% Trust	100% Trust	112 9.112
142	100% Trust	100% Trust	112 9.112
143	100% Trust	100% Trust	112 9.112
144	100% Trust	100% Trust	112 9.112
145	100% Trust	100% Trust	112 9.112
146	100% Trust	100% Trust	112 9.112
147	100% Trust	100% Trust	112 9.112
148	100% Trust	100% Trust	112 9.112
149	100% Trust	100% Trust	112 9.112
150	100% Trust	100% Trust	112 9.112
151	100% Trust	100% Trust	112 9.112
152	100% Trust	100% Trust	112 9.112
153	100% Trust	100% Trust	112 9.112
154	100% Trust	100% Trust	112 9.112
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157	100% Trust	100% Trust	112 9.112
158	100% Trust	100% Trust	112 9.112
159	100% Trust	100% Trust	112 9.112
160	100% Trust	100% Trust	112 9.112
161	100% Trust	100% Trust	112 9.112
162	100% Trust	100% Trust	112 9.112
163	100% Trust	100% Trust	112 9.112
164	100% Trust	100% Trust	112 9.112
165	100% Trust	100% Trust	112 9.112
166	100% Trust	100% Trust	112 9.112
167	100% Trust	100% Trust	112 9.112
168	100% Trust	100% Trust	112 9.112
169	100% Trust	100% Trust	112 9.112
170	100% Trust	100% Trust	112 9.112
171	100% Trust	100% Trust	112 9.112
172	100% Trust	100% Trust	112 9.112
173	100% Trust	100% Trust	112 9.112
174	100% Trust	100% Trust	112 9.112
175	100% Trust	100% Trust	112 9.112
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193	100% Trust	100% Trust	112 9.112
194	100% Trust	100% Trust	112 9.112
195	100% Trust	100% Trust	112 9.112
196	100% Trust	100% Trust	112 9.112
197	100% Trust	100% Trust	112 9.112
198	100% Trust	100% Trust	112 9.112
199	100% Trust	100% Trust	112 9.112
200	100% Trust	100% Trust	112 9.112

FIVE TO FIFTEEN YEARS

No.	Company	Group	Gain or Loss
101	100% Trust	100% Trust	112 9.112
102	100% Trust	100% Trust	112 9.112
103	100% Trust	100% Trust	112 9.112
104	100% Trust	100% Trust	112 9.112
105	100% Trust	100% Trust	112 9.112
106	100% Trust	100% Trust	112 9.112
107	100% Trust	100% Trust	112 9.112
108	100% Trust	100% Trust	112 9.112
109	100% Trust	100% Trust	112 9.112
110	100% Trust	100% Trust	112 9.112
111	100% Trust	100% Trust	112 9.112
112	100% Trust	100% Trust	112 9.112
113	100% Trust	100% Trust	112 9.112
114	100% Trust	100% Trust	112 9.112
115	100% Trust	100% Trust	112 9.112
116	100% Trust	100% Trust	112 9.112
117	100% Trust	100% Trust	112 9.112
118	100% Trust	100% Trust	112 9.112
119	100% Trust	100% Trust	112 9.112
120	100% Trust	100% Trust	112 9.112
121	100% Trust	100% Trust	112 9.112
122	100% Trust	100% Trust	112 9.112
123	100% Trust	100% Trust	112 9.112
124	100% Trust	100% Trust	112 9.112
125	100% Trust	100% Trust	112 9.112
126	100% Trust	100% Trust	112 9.112
127	100% Trust	100% Trust	112 9.112
128	100% Trust	100% Trust	112 9.112
129	100% Trust	100% Trust	112 9.112
130	100% Trust	100% Trust	112 9.112
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132	100% Trust	100% Trust	112 9.112
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138	100% Trust	100% Trust	112 9.112
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145	100% Trust	100% Trust	112 9.112
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148	100% Trust	100% Trust	112 9.112
149	100% Trust	100% Trust	112 9.112
150	100% Trust	100% Trust	112 9.112
151	100% Trust	100% Trust	112 9.112
152	100% Trust	100% Trust	112 9.112
153	100% Trust	100% Trust	112 9.112
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162	100% Trust	100% Trust	112 9.112
163	100% Trust	100% Trust	112 9.112
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171	100% Trust	100% Trust	112 9.112
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173	100% Trust	100% Trust	112 9.112
174	100% Trust	100% Trust	112 9.112
175	100% Trust	100% Trust	112 9.112
176	100% Trust	100% Trust	112 9.112
177	100% Trust	100% Trust	112 9.112
178	100% Trust	100% Trust	112 9.112
179	100% Trust	100% Trust	112 9.112
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183	100% Trust	100% Trust	112 9.112
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191	100% Trust	100% Trust	112 9.112
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193	100% Trust	100% Trust	112 9.112
194	100% Trust	100% Trust	112 9.112
195	100% Trust	100% Trust	112 9.112
196	100% Trust	100% Trust	112 9.112
197	100% Trust	100% Trust	112 9.112
198	100% Trust	100% Trust	112 9.112
199	100% Trust	100% Trust	112 9.112
200	100% Trust	100% Trust	112 9.112

OVER FIFTEEN YEARS

93	Trust	100%	2002-02	110	10.2	8.466
94	Trust	100%	2002-02	110	8.4	8.192
95	Trust	100%	2002-02	110	10.2	8.466
96	Trust	100%	2002-02	110	8.4	8.192
97	Trust	100%	2002-02	110	10.2	8.466
98	Trust	100%	2002-02	110	8.4	8.192
99	Trust	100%	2002-02	110	10.2	8.466
100	Trust	100%	2002-02	110	8.4	8.192
101	Trust	100%	2002-02	110	10.2	8.466
102	Trust	100%	2002-02	110	8.4	8.192
103	Trust	100%	2002-02	110	10.2	8.466
104	Trust	100%	2002-02	110	8.4	8.192
105	Trust	100%	2002-02	110	10.2	8.466
106	Trust	100%	2002-02	110	8.4	8.192
107	Trust	100%	2002-02	110	10.2	8.466
108	Trust	100%	2002-02	110	8.4	8.192
109	Trust	100%	2002-02	110	10.2	8.466
110	Trust	100%	2002-02	110	8.4	8.192
111	Trust	100%	2002-02	110	10.2	8.466
112	Trust	100%	2002-02	110	8.4	8.192
113	Trust	100%	2002-02	110	10.2	8.466
114	Trust	100%	2002-02	110	8.4	8.192
115	Trust	100%	2002-02	110	10.2	8.466
116	Trust	100%	2002-02	110	8.4	8.192
117	Trust	100%	2002-02	110	10.2	8.466
118	Trust	100%	2002-02	110	8.4	8.192
119	Trust	100%	2002-02	110	10.2	8.466
120	Trust	100%	2002-02	110	8.4	8.192
121	Trust	100%	2002-02	110	10.2	8.466
122	Trust	100%	2002-02	110	8.4	8.192
123	Trust	100%	2002-02	110	10.2	8.466
124	Trust	100%	2002-02	110	8.4	8.192
125	Trust	100%	2002-02	110	10.2	8.466
126	Trust	100%	2002-02	110	8.4	8.192
127	Trust	100%	2002-02	110	10.2	8.466
128	Trust	100%	2002-02	110	8.4	8.192
129	Trust	100%	2002-02	110	10.2	8.466
130	Trust	100%	2002-02	110	8.4	8.192
131	Trust	100%	2002-02	110	10.2	8.466
132	Trust	100%	2002-02	110	8.4	8.192
133	Trust	100%	2002-02	110	10.2	8.466
134	Trust	100%	2002-02	110	8.4	8.192
135	Trust	100%	2002-02	110	10.2	8.466
136	Trust	100%	2002-02	110	8.4	8.192
137	Trust	100%	2002-02	110	10.2	8.466
138	Trust	100%	2002-02	110	8.4	8.192
139	Trust	100%	2002-02	110	10.2	8.466
140	Trust	100%	2002-02	110	8.4	8.192
141	Trust	100%	2002-02	110	10.2	8.466
142	Trust	100%	2002-02	110	8.4	8.192
143	Trust	100%	2002-02	110	10.2	8.466
144	Trust	100%	2002-02	110	8.4	8.192
145	Trust	100%	2002-02	110	10.2	8.466
146	Trust	100%	2002-02	110	8.4	8.192
147	Trust	100%	2002-02	110	10.2	8.466
148	Trust	100%	2002-02	110	8.4	8.192
149	Trust	100%	2002-02	110	10.2	8.466
150	Trust	100%	2002-02	110	8.4	8.192
151	Trust	100%	2002-02	110	10.2	8.466
152	Trust	100%	2002-02	110	8.4	8.192
153	Trust	100%	2002-02	110	10.2	8.466
154	Trust	100%	2002-02	110	8.4	8.192
155	Trust	100%	2002-02	110	10.2	8.466
156	Trust	100%	2002-02	110	8.4	8.192
157	Trust	100%	2002-02	110	10.2	8.466
158	Trust	100%	2002-02	110	8.4	8.192
159	Trust	100%	2002-02	110	10.2	8.466
160	Trust	100%	2002-02	110	8.4	8.192
161	Trust	100%	2002-02	110	10.2	8.466
162	Trust	100%	2002-02	110	8.4	8.192
163	Trust	100%	2002-02	110	10.2	8.466
164	Trust	100%	2002-02	110	8.4	8.192
165	Trust	100%	2002-02	110	10.2	8.466
166	Trust	100%	2002-02	110	8.4	8.192
167	Trust	100%	2002-02	110	10.2	8.466
168	Trust	100%	2002-02	110	8.4	8.192
169	Trust	100%	2002-02	110	10.2	8.466
170	Trust	100%	2002-02	110	8.4	8.192
171	Trust	100%	2002-02	110	10.2	8.466
172	Trust	100%	2002-02	110	8.4	8.192
173	Trust	100%	2002-02	110	10.2	8.466
174	Trust	100%	2002-02	110	8.4	8.192
175	Trust	100%	2002-02	110	10.2	8.466
176	Trust	100%	2002-02	110	8.4	8.192
177	Trust	100%	2002-02	110	10.2	8.466
178	Trust	100%	2002-02	110	8.4	8.192
179	Trust	100%	2002-02	110	10.2	8.466
180	Trust	100%	2002-02	110	8.4	8.192
181	Trust	100%	2002-02	110	10.2	8.466
182	Trust	100%	2002-02	110	8.4	8.192
183	Trust	100%	2002-02	110	10.2	8.466
184	Trust	100%	2002-02	110	8.4	8.192
185	Trust	100%	2002-02	110	10.2	8.466
186	Trust	100%	2002-02	110	8.4	8.192
187	Trust	100%	2002-02	110	10.2	8.466
188	Trust	100%	2002-02	110	8.4	8.192
189	Trust	100%	2002-02	110	10.2	8.466
190	Trust	100%	2002-02	110	8.4	8.192
191	Trust	100%	2002-02	110	10.2	8.466
192	Trust	100%	2002-02	110	8.4	8.192
193	Trust	100%	2002-02	110	10.2	8.466
194	Trust	100%	2002-02	110	8.4	8.192
195	Trust	100%	2002-02	110	10.2	8.466
196	Trust	100%	2002-02	110	8.4	8.192
197	Trust	100%	2002-02	110	10.2	8.466
198	Trust	100%	2002-02	110	8.4	8.192
199	Trust	100%	2002-02	110	10.2	8.466
200	Trust	100%	2002-02	110	8.4	8.192

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EXECUTIVE

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CREATIVE & MEDIA COMMUNIQUE

MARKETING RESEARCH WITH IMAGINATION

Milton Keynes is a thriving business centre, geared to growth and innovation, with a broad-based and rapidly developing economy. Our marketing and research effort is second to none. If you would welcome the opportunity to put your creativity and political judgement to excellent use, join us. You would become involved in a variety of marketing research projects including support for our Japanese marketing campaign and the development of the Milton Keynes labour market.

You are probably a graduate, with a flexible and adaptable approach, and experience of industrial market research of labour market policies. You should have the expertise to carry research through to its implementation stage and cope with a diverse range of projects at any one time.

You will enjoy excellent company benefits including a salary of up to £13,000, and a generous relocation package.

Write, quoting Reference 107 to the Personnel Manager, Saxon Court, 502 Avebury Boulevard, Central Milton Keynes, MK9 3HS.

MILTON KEYNES
DEVELOPMENT CORPORATION

ASHTON STEELE & DAY

When we opened our doors in early 1986, we set out to provide a new standard for residential estate agency in West London. Our reputation has grown as rapidly as our sales, confirming that our sometimes pointed marketing strategy - which has earned considerable unsolicited praise - is one of the most successful in London.

We are now looking for a very good negotiator who shares our client service vision, who can play an important part in our next stage of development and expansion - someone with a minimum of 2 yrs experience, good negotiating skills, and above all, the will to make their mark.

If you are looking for a real opportunity with one of the most stylish residential agencies in London, we would like to hear from you.

Please call Michael Steele on 01-602 8611.

ASHTON STEELE & DAY
138 SHEPHERDS BLISS RD
LONDON W6 7PB

EXCLUSIVE GIFT BOUTIQUE IN BELGRAVIA

An internationally famous gift shop with a distinguished clientele wishes to expand its sales staff and has the following vacancies to fill.

SHOP MANAGER

25 to 35 with previous retail or related experience in the quality gift/fashion field. Excellent salary and prospects.

TWO SENIOR ASSISTANTS

Similar qualifications to the above but possibly less experience and a great willingness to learn and become part of an exciting team. Flexible working hours will be considered. Excellent salary and conditions.

Telephone, in confidence,
Jessica Bracey-Gibson on 01-730 7895

Guildford School of Acting and Dance

PUBLICITY OFFICER

required by this busy drama school, which is a member of the conference of Drama Schools and has three courses accredited by the National Council for Drama Training.

The person appointed will be responsible for the promotion of the school both nationally and locally. The job is full time and will be demanding of both energy and ideas. Duties include public relations, publicity and acting as front of house manager for student performances.

To start early September. Salary by negotiation. Apply with C.V. and 2 referees, at least one of whom should be an employer, to:

The Principal, Guildford School of Acting and Dance,
20 Buryfields, Guildford, Surrey, GU2 5DA.

SPONSORSHIP SECRETARY



The National Gallery wishes to appoint an Assistant for the day-to-day running of the Sponsorship Office. The successful candidate will assist the Sponsorship Co-ordinator in negotiating with potential sponsors. He/she will be expected to maintain records, type correspondence, deal with sponsorship enquiries and attend meetings. The successful candidate will also be expected to operate a word processor, in which training will be given. Previous experience in related areas, an interest in the history of art and knowledge of languages would be an advantage for this post. The post, at least in the first instance, is for four days a week. The salary is negotiable. Applicants should send a curriculum vitae with a covering letter by August 16th to Lady Wall, Sponsorship Co-ordinator, The National Gallery, Trafalgar Square, London WC2N 5DN.

An equal opportunities employer.

SPOILS

the furnishing fabric SALE shop

SPOILS Need a bright personable assistant to join their Fulham Shop. Interior Design flair and experience desirable but not essential.

Telephone Stephen Lewis on
01 960 0468

or write to
Sue West
157 Munster Road, Fulham, SW6

ADVERTISING PUBLIC RELATIONS

International Advertising Agency needs experienced Receptionist with organising flair and administrative abilities for true involvement.

To £2,000
Top P.R. Consultancy requires Secretaries with initiative and versatility for various interesting assignments.
Dedicated Consultants
302-308 Regent St, W1
Tel: 01 631 4576

CONSTRUCTION INDUSTRY TRAINING BOARD

Communications Manager

CITB a major Training Board which, in addition to providing a comprehensive training service for the Construction and Allied Industries, is the largest Managing Agent for the Government Youth Training Scheme.

Following recent reorganisation of the Senior Management Structure, the Board wishes to appoint a Communications Manager reporting to the Director of National Training Centres, Administration Services and Marketing Services.

This key post will be responsible for advice on all matters relating to the Public Relations and Communications aspects of the Board's work, the provision of a full promotional service for all the Board's products and the co-ordination/design and implementation for all Board literature.

Through a wide-ranging "Communications" role the successful applicant will be required to take responsibility for:

- A Complete Promotional Service
- Liaison with the Media
- Parliamentary Contacts and Liaison
- Guidance to Board and Staff in the preparation of statements, articles and speeches
- Co-ordination of internal communications.

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MEDIA & MARKETING

Megalomania and mergers

Today, the world of advertising faces three diseases of crisis dimensions.

The first disease is that manufacturers of package-goods products, which have always been the mainstay of advertising, are now spreading twice as much on price-off deals as on advertising. They are buying volume by price discounting, instead of using advertising to build strong brands. Any fool can put on a price reduction, but it takes genius and perseverance to create a brand.

Marketers who have inherited brands built by their predecessors are dealing them to oblivion. Sooner or later they discover that they cannot deal brands which nobody has heard of. Brands are the seed corn they have inherited. They are eating their seed corn.

The second disease is that agencies are infested with callow boobies who regard advertising as an avant-garde art form. They have never sold anything in their lives. They aren't interested in the product they advertise, and assume that the consumer won't be either; so they say nothing about its virtues. They are mere entertainers.

The third disease is the emergence of megalomaniacs whose mind-set is more financial than creative. Agencies used to be managed by men who devoted their talents to creating campaigns for their clients. Today they are infested with speculators whose ambition is to make a fast buck by taking over agencies which are bigger than they are — by force, if necessary.

Several big American agencies have recently been taken over by British gnomes who are able to borrow money in London on terms which are not available on Wall Street.

How do the clients of their victims like this? They don't like it. Some have shown their displeasure by moving their accounts elsewhere.

OPINION

David Ogilvy

are demoralized by the destruction of their corporate culture.

The shareholders in the selling agency cannot resist a one-time profit. The shareholders in the buying agency have to wait and see whether their bubble will burst.

Only the megalomaniacs at the top of the buying agencies rejoice. Suddenly they control the biggest agency in the world. Size for the sake of size.

Last night I dreamed that this epidemic of mergers and acquisitions had reached a point where there was only one agency left — a world monopoly. But their clients had been playing the same cannibalistic game, to the point where there was only one client left in the world. Whereupon the client decided to do his own advertising.

Is there any way to stop this racket? Perhaps the collapse of a mega-merged giant would teach the moneylenders a lesson. Perhaps clients will write a clause into their agency contracts to the effect that if the agency sells out to a predator, the contract will be cancelled.

John tells us that Jesus drove the moneychangers out of the temple: "Make not my Father's house an house of merchandise."

It took the great Stanley Resor and his partners 60 years to make J Walter Thompson the most distinguished and, in some ways, the most creative agency in the world. It took a relatively unknown Londoner, backed by moneylenders, three weeks to gobble it up.

God isn't always on the side of the big battalion. Nor are clients.

David Ogilvy is founder of Ogilvy & Mather and author of *Confessions of an Advertising Man*, republished by Pan this month, £3.95.

Jeffrey Archer's libel action against *The Star* has revealed the role of one of journalism's more shadowy characters, the newspaper minder. On this occasion, it has been taken by Jo Fletcher of the *News of the World*, who accompanied Monica Coghlan to a continental hotel, but it is one that has been occupied in the past by some of Fleet Street's most notable reporters.

On the face of it, there is nothing special about a minder's job. "It is simply a matter of a reporter looking after his sources," says Bob Warren, news editor of the *News of the World*. "If you have a good story, you need to stop the person who's given you the story talking to anyone else. Exclusivity is very important to a newspaper."

Minders are put in a close and prolonged relationship with a motley collection of suspected murderers, vociferous call girls, crooked financiers, spanning colonels, and escaped bank robbers.

But Laurie Manifold, once assistant editor of the *Sunday People* and doyen of London's investigative reporters, sees it as a job requiring subtlety and tact. "I don't like the word 'minder', I prefer 'handler' or 'fruit and basket man' — you know, taking them baskets of fruit and flowers. It's an art looking after difficult people like that."

It is, in short, a relationship like no other, in which the journalist

Reporters assigned to "mind" the people behind newspaper exclusives have a long and not very noble tradition, Andro Linklater writes



Minded: Monica Coghlan, the girl at the centre of the Jeffrey Archer case; Sixties gang leader Charles Richardson (witnesses against him were protected); Blackie the donkey; and Norma Levy, the call girl

acts as bodyguard, goaler, inquisitor and father confessor.

"The nearest thing to it is the relationship between a kidnapper and his victim," suggests P.J. Wilson, news editor of the *People*. "After a bit you get a rapport building up, but you have to impress upon them that the story is a valuable commodity, and that if they talk about it to other people it will lose its value."

A really valuable "commodity" or "buy-up" such as Norma Levy, the call girl who brought about the

downfall of Lord Lambton, may be taken abroad, but hotels and country hideouts around London await the less fortunate. Manifold, however, always took his charges home — a policy which paid off spectacularly well in 1978, when he minded Rusty Humphries, the wife of the Soho pornography baron James Humphries who had helped to corrupt Commander Kenneth Drury and other Scotland Yard detectives.

The trust which Manifold and his wife built up persuaded Mrs

Humphries to hand over to them her husband's diaries, and, later, convinced Humphries himself to give evidence against Drury.

It is not only people who are minded. In the 1950s, a *Daily Mirror* reporter had to spirit away Ferdinand the bull from Ministry of Agriculture inspectors after the newspaper had bought the beast when it was about to be slaughtered for looking too like a cow.

And in March this year the race to secure an exclusive on Blackie, the donkey supposedly in danger of

being squashed by Spanish villagers in a religious ceremony, set *The Sun* and *The Star* at each other's throats. Although each paper's minders succeeded in buying the ass from its original owner, it was apparent when the dust settled that *The Sun*, which had purchased Blackie first, had lost him to *The Star*.

Brutal though such rivalries are, most journalists concede that the minder's role has changed markedly in the last 10 years, largely as a result of the ban on the payment of money to convicted criminals. In the 1950s and 1960s, when confessions from associates of the Kray twins or Charlie Richardson filled the *Sundays*, the high-speed race from the Old Bailey or Wormwood Scrubs to a stashaway in the country was almost commonplace.

Despite the changes, a certain physical presence continues to be thought necessary to deter rival journalists. During the trial of the spanking colonel, who was accused of inflicting bodily degradation on girls he entertained aboard his Thames houseboat, violence repeatedly broke out among newsmen waiting to interview the colonel.

"The *Mirror* assigned him two of the biggest journalists they had on the staff," a competitor remembered. "When they took him out of court to his car, they were shoving other journalists in their way. It was a terrible sight."

From Russia, with initiative

Bureaucracy did not stand in the way of a radio link-up between Soviet and British youth, reports Mary Dejevsky

directly in the presence of a studio audience.

Telebridges were a product of the new policy of *glasnost* and gave Soviet viewers a glimpse of the extent of *glasnost* enjoyed by other television audiences.

The article gave Morris an idea: would it not be possible to set up a radio bridge between young people in Britain and the Soviet Union?

Not knowing exactly how to proceed, he sent a telex to Oganessian at Radio Moscow. After a few weeks, a return telex arrived: Oganessian was interested. For the first time, Radio Moscow proceeded without formal authorization from the international relations department.

The British team — Morris as producer and the Radio One disc jockey Janice Long who would present the show, *From Russia With Love* — arrived in

Moscow on the Saturday before the programme was recorded. They were met at the airport and introduced to the three members of the Soviet panel — a foreign languages student who had recently finished his military service, a woman teacher and a secretary at the Association of Soviet Lawyers in Moscow.

On Thursday afternoon they met at the studio at the

Soviet panelists had done perhaps a little too much homework on obvious topics such as AIDS, homosexuality and human rights. And the British side — a Glaswegian graduate in horticulture intent on entering journalism, a publicity officer for a black and Asian arts centre in Leicester, and an unemployed drama enthusiast who was working voluntarily in a amateur theatre in Plymouth — were perhaps too British and restrained.

But formality melted as the conversation departed from nuclear politics and headed more towards food, fashion, the pop scene and drugs.

When one of the Bristol panel asked whether heroin and cocaine were sold in Moscow, one of the Muscovites said well, they were not on open sale in the shops, but... A discussion of sex scandals exposed by the Brit-

ish press caused one of the Bristol panel to ask whether any member of the Politburo had been involved in this sort of affair.

It would be easy to criticise the choice of panelists from the British side as being too uniformly anti-establishment, or their Soviet counterparts for their predictable views, particularly on political issues.

The programme did not go to air live (an edited version went to air on Radio One that night), nor was it broadcast at any length by the Russian side, which selected only a few clips for its own youth programme.

None the less, as Long said, the important thing was that the programme happened at all. And it happened because people on both sides wanted it to work and because bureaucracy did not get in the way.

AMPEX

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MEDIA & MARKETING

Shake-up at Lime Grove

Eleven years ago John Birt wrote in *The Times* of the "bias against understanding" in TV news. Now, as Bryan Appleyard reports, he is practising what he preached

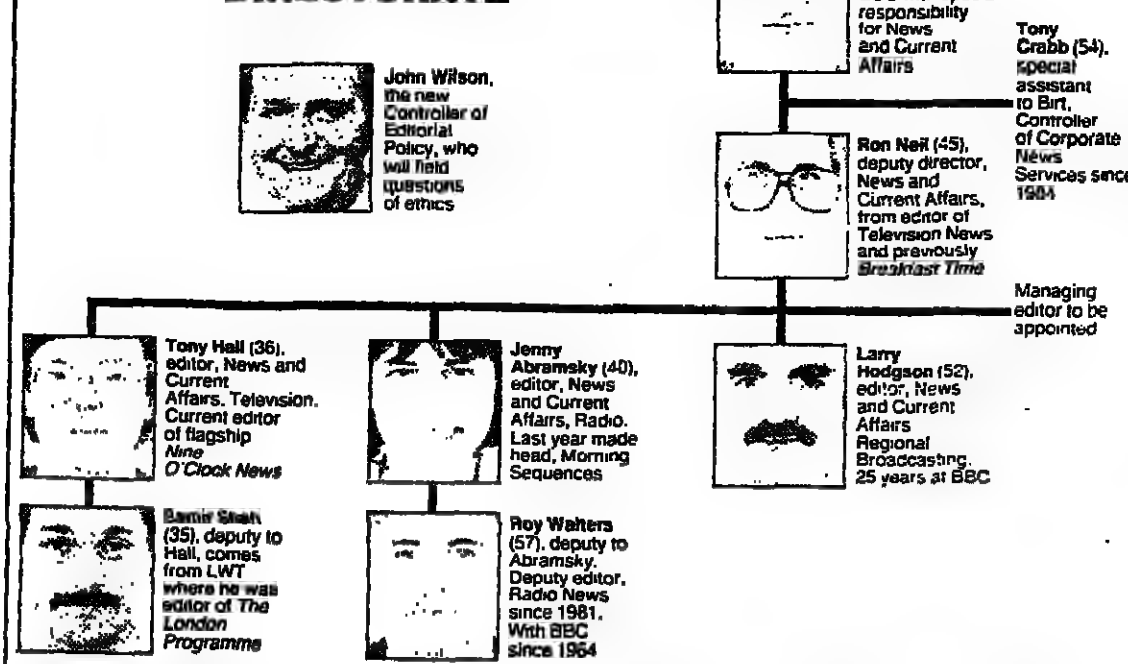
John Birt and his deputies faced their shoot-out with the current affairs mob on Monday night at Lime Grove. It was the big one. Earlier that same day he had fronted up Television News and Radio News and Current Affairs - but they were a pushover compared with Lime Grove.

Birt, amiable, bespectacled and short-sleeved Deputy Director-General of the BBC, was selling his new News and Current Affairs "directorate" to a staff of 1,700, most of whom were convinced they were too good to need changing. Television Current Affairs at Lime Grove felt they had the most to lose. They were the bearers of the Holy Grail of serious BBC reporting and Birt's plans meant they were to be merged with the rest of the corporation's news operations.

Birt won - as he had to - and his new directorate swings into operation next month. Departmental boundaries will disappear. Current affairs and news editors will then draw their staff from a common pool of journalists administered centrally. They will fit into a centrally-determined policy and produce programmes to fit into slots defined by Birt. For the new Deputy D-G is the first man the corporation has created who will have the same style and power as a Fleet Street editor. When asked who were the new men to watch in the directorate one, disaffected executive commented: "There's Birt, Birt and then, of course, there's Birt."

The whole scheme is the practical realization of a series of articles which appeared in *The Times* in 1975 and 1976. Co-authored by Peter Jay and Birt, they laid out the existing practices of television news as anti-social, which they claimed built in a "bias against understanding". The articles argued, that instant news reporting with

NEWS AND CURRENT AFFAIRS DIRECTORATE



journalists dodging bullets or analysing the Budget was actually reducing people's understanding of the world.

What was needed was better, clearer analysis by larger staffs with an emphasis on specialists. This was the precise opposite of the move, then current, towards a tabloid journalism of the air, in which news and current affairs were held to be intrinsically incapable of capturing mass audiences.

In-depth analysis, it was held, would make things worse. Audiences would vanish and morale would sink. This led to the creation of big-name, highly-paid newsmen and a proportion of explicitly trivial stories.

This notion was to receive an unexpected boost from the TV-am debacle. Jay took his chance to counteract the bias against understanding and evolved the new catchphrase "a mission to explain".

The project collapsed and within months we had Anne Diamond, cute weather girls and Roland Rat. Birt is now understood to be disowning assiduously the Jay catchphrase and to be dismissing the TV-am problem as too complex

to be used as a proof of a failure of the ideology. Furthermore, the BBC news operation has been having almost as tough a time as TV-am in recent years. Externally, it has been rocked by rows such as Norman Tebbit's attack on its reporting of the American bombing raid on Libya. Tebbit called it a mix of "news, views, speculation, error and uncritical carriage of Libyan propaganda".

Internally, shaky lines of control have been revealed by battles over

problems, then it may reasonably be said that television journalism has become an obstacle, rather than an aid, to understanding and has become anti-social.

First thoughts: how John Birt and Peter Jay put their case for more TV analysis, in *The Times* in 1967

interviewing IRA terrorists and filming their operations. These problems exposed the way producers would fiercely defend their independence, leaving the Governors to mop up afterwards.

Birt is doing away with much of that independence by imposing a centralized editorial policy; and he

has created a new "Controller of Editorial Policy" - John Wilson - who will field all questions of ethics and practice throughout factual programming. He may even be able to stray into the area of drama.

In finding a man to do what must be one of the most comprehensively nightmarish jobs in the entire communications industry, Birt has made a smart move. Wilson is an obvious buffer between Birt himself and the messy confrontations with Government that blighted the careers of many under the old regime.

As a Birt creature he also potentially represents an expansion of the Deputy D-G's empire into the neighbouring territory of Michael Grade. It is important to remember that it was Grade who poached starry newscasters like Martyn Lewis and Pamela Armstrong from ITV - not the sort of operation that makes sense in the new climate of serious in-depth journalism.

The real effects of the changes should start to be seen and heard in the autumn. To some extent they have already started on television news. Ron Neil began shrewdly bringing in British background analysis into bulletins some time ago. In addition, programmes like *Newsnight* and the current incarnations

of *Breakfast Time* are seen as offspring of the "bias against understanding" ideology. But the new specialist system will throw up four programmes a week in each of the main news categories - foreign, social, politics and economics/finance. Some will probably use existing titles like *The Money Programme* or *This Week, Next Week*. The new style to look out for is anything resembling *Weekend World* or *The London Programme*, both of which emerged from LWT under Birt.

The big fear is that the whole output will be standardized by the changes and individual initiative stifled. Tough journalism will be replaced by what one executive called "WEA" - Workers' Educational Association - "broad-casting". In other words, patronizing.

There is a real fear that all this much-vaunted analysis will draw resources from difficult scoops and investigations. This worry was encouraged by Birt's remarks about disliking rudeness in interviewers - though in fairness he did distinguish between rudeness and firmness and persistence. The latter two qualities he likes.

Birt is ambitious and unafraid of the personality cult he appears to be constructing around himself. He is clearly happy with his role as the hard man brought in to sort out the Lime Grove Mob. Many of his remarks have sent shudders down BBC spines, but one in particular he should perhaps think twice about.

Asked about the political rows of the past he said: "When you are producing good journalism you get fewer of those sorts of problems." At the BBC he might learn that this is precisely the opposite of the truth. But then the bias was against understanding, not the truth.

● The total staff of BBC News and Current Affairs operations for television and radio is approximately 1,700. Total annual cost: about £80 million. Radio has 150 journalists, of whom 10 are home affairs staff correspondents and 10 foreign. TV has 400 (16 home, six foreign). The radio team produces about 6,500 hours of programmes a year; TV produces 2,800.

PR-trained journalists?

Would newspaper editors look more favourably on public relations companies if those companies funded the training of journalists? Robert Worcester, chairman of MORI, the polling and market research company, believes they might.

According to a MORI survey, only one in five editors of Britain's major national newspapers, periodicals and current affairs programmes is favourably disposed towards PR companies, said Worcester, who was giving the Institute Of Public Relations' presidential lecture last week. It was the second major survey in a fortnight to show that the PR industry's 40 per cent annual growth rate is being matched by diminishing respect from journalists.

One reason for the editors' resentment, he suggested, might be that PR companies tended to poach their best journalists by paying them more. "If so, some journalistic scholarship, suitably publicized, might not go amiss, or perhaps a training scheme or a school. If you can't come up with a dozen other schemes to improve your image with editors, I'd be most disappointed," he told the assembled PR luminaries.

He-Mania

Channel 4's *Right To Reply* is linking up with KTCV, the United States public broadcasting television station, in Minneapolis next week for an hour-long transatlantic debate on the ethics of lurid American children's TV cartoons like *Transformers* (shown on TV-am), *He-Man* (ITV) and *Thundercats* (BBC), which are backed by US toy manufacturers as extended commercials for their products. The trend is growing in the States: there are even new toy guns that can be fired at television sets, which then register a hit or a miss.

Statesman man

Now that the rumours of John Lloyd's departure as editor of the *New Statesman* have been quashed - for the time being, at least - the magazine has scooped the services of a top Fleet Street manager, Gerry Taylor. A former managing director of *The Guardian*, Taylor was consultant to the *New Sunday* for a few months before its disastrous launch. He has closed his consultancy to take over from next month as chief executive of the *Statesman's* publishing company, *Statesman* and *Nation*.

Unkind cut

Thames Television's highly paid news reporters are unhappy with one consequence of the company losing its contract to provide a weekend news service to LWT (from next year weekend bulletins will be provided by

an independent production company). Cut-backs in the Thames newsroom mean that reporters will no longer have researchers working for them; free-lance staff will be reduced; and Thames News's pair of producers will be halved as one. Barbara Long, takes over as parliamentary reporter from the departing David Bellin.

Briefing...

David Sullivan, publisher of the garish *Sunday Sport*, is rumoured to have secured the help of Associated Newspapers, the *Daily Mail* publishers, for the autumn launch of a daily version of his titillating title... The Newspaper Society is demanding a change in broadcasting legislation to allow newspapers to own commercial radio stations... as MTV, the American cable pop channel, runs up to its European launch next month, its major British competitor, Music Box, is facing a reduction of its presence on the ITV-owned European cable entertainment service, Superchannel... ISBA, the TV advertisers' body, has rejected an IBA offer of a working party to solve current discontent over share scheme sales practices and is pressing on with its referral to the Office of Fair Trading... BBC staff are pondering the value of their high pension contributions following a letter to *Ariel*, the house magazine, which claims that BBC employees live on average for a mere three years after retirement.

BBC APPOINTMENTS

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Radio Wales
PRODUCER
'Meet for Lunch'
Cardiff

If you love radio and have a special interest in news and current affairs this post will interest you. 'Meet for Lunch' is a daily, hour long talk programme which is presented by Vincent Kane. It covers all kinds of topical issues: politics, the arts, ethics and sport, both in the studio and on OBs and uses a variety of programme formats. There are also opportunities within the department for producing 'one-off' features.

You'll be generating stimulating radio ideas and organising and directing a daily, live programme. So we need enterprise, varied interests, and the ability to work accurately under pressure as a member of a small, committed team.

Salary £10,881 - £15,388
Completed application forms should be returned by Monday, 3rd August 1987. (Ref. 3969/T)

We are an equal opportunities employer

Relocation expenses considered.
*Plus an allowance of £624 p.a.
Contact us immediately for application form (quote appropriate ref. and enclose s.a.e.) BBC Appointments, London W1A 1AA. Tel. 01-927 5799.

EUROMONEY

Euromoney Publications PLC, winner of two Queen's Awards for Export Achievement, seeks a highly motivated and experienced sales person to join the successful advertising department of Euromoney magazine, the company's flagship publication.

The successful candidate will join our fast growing advertising sales team as a senior staff member responsible for UK business, and will be responsible for calling on senior financial executives at leading UK commercial and merchant banks, corporations and other financial institutions.

You will be responsible for maximising UK sales with existing clients. As an experienced sales person you will also be given maximum freedom to develop new business.

An attractive salary is offered together with commission and other benefits. Please send your CV, including daytime telephone number, in confidence to:

Christine Cavolina
Head of Advertising
Euromoney Publications PLC
Nestor House
Playhouse Yard
London EC4A 5EX
Tel: (01) 236 3288

YORKSHIRE BASED
CONTRACT FURNITURE
COMPANY,

a member of 'Designers Saturday', require a super Sales Administrator to join the London team at their W11 showrooms.

This is a key support role to the London sales staff and excellent typing and secretarial skills are important as well as a strong administrative bias. Much customer and supplier contact is involved so a charming, friendly and when needed an assertive manner is a prerequisite, for which the successful candidate will receive a good salary.

Please write in the first instance to:
Richard Wright, Managing Director,
Seid International, Rob Royd, Round Hill, Worsbrough
Bridge, Nr Barnsley, South Yorkshire S70 6TU

FASHION

Creative Director of highly successful American Fashion Company is looking for an Assistant with excellent organisational ability. Experience in production, marketing and advertising essential. Some fluency in French and Italian important together with knowledge of American Fashion Markets.

Send C.V.s to:
BOX M38
The Times Newspaper
1 Virginia Street, Wapping
E1 9DD

SALES SUPPORT

Liaise with and selling to existing customers, generate and follow up on sales leads, order processing on computer, co-ordinate exhibition and marketing plan etc. Highly successful expanding company (own brand of batteries and torches) friendly office with free parking space. Good salary and benefits.

CV to Hi-Tech Industries Ltd, Unit 2,
Eastman Road, Acton, London W3 7QE.
01 743 2255

UNIQUE CAREER OPPORTUNITY
(GENUINE £28,000 to £50,000 pa)

We are a highly successful international Promotion Company. We sell to business an exclusive advertising concept which is delivered to 40 million homes regularly. In fact our product has a functional use and is used by 85.6% of people receiving it. We require someone to take this exciting concept into the market place in the Regale/Croydon area. We offer the successful applicant's full training therefore no previous sales experience is required.

If you are aged 23 to 40 years have a reliable car and desire to earn above average income call Carmel Sowden on 0707 43314 to arrange a confidential interview. Repeat business will enable successful applicants to build up a business within our organisation.

SALES CAREER
IN PUBLISHING

An exciting and rewarding opportunity exists with a small publishing company based in Oxfordshire. Our portfolio of titles includes market leaders and due to expansion of the two office product titles we are now looking for an enthusiastic, intelligent and energetic young sales person who seeks to progress their career in advertising sales. Previous advertising sales experience in the office supplies market would normally be a distinct advantage. Attractive salary and other benefits will be offered to the right candidate. Please contact John B. WHITE, Director, Trade Media Ltd, 0953 845494

Product Managers

North London up to £16,000

British Telecom Northern London District is a fast moving business, operating in the rapidly changing communications market which includes the new and imaginative Docklands Development area.

Through aggressive marketing we intend to maintain our position in the market and are looking for two ambitious marketing professionals to take responsibility for managing and marketing a group of key BT communications products within our residential and business markets.

This will involve the co-ordination of all local aspects of the marketing mix from market planning and new product launches to business forecasting and programme implementation. It will include establishing the retail channel within the District, as well as developing the Sales Office Operation.

A good track record in marketing management is essential, together with a marketing or relevant business qualification. You will need to have well developed interpersonal skills, with the ability to communicate effectively at all levels.

The appointment is based at Crouch End. Please send your CV to: Joan Henry, Ref. PR314, British Telecom Northern London District, Telecom House, Crouch End Hill, London N8 8BA.

For further information please call Mr. C. Street, 01-341 8366. The closing date for all applications is: 17th July 1987.

British Telecom is an equal opportunity employer.

British TELECOM

Join "TODAY" for all your tomorrows

TELEPHONE SALES
CANVASSERS

are required to join our bright enthusiastic hardworking Classified Advertising team, based at our modern offices near Victoria, close to Pimlico Tube.

These positions offer a challenging and demanding opportunity to enter the exciting world of Newspaper Advertising. Full training will be given, therefore no experience is necessary although a knowledge of typing would be an advantage.

If you are aged around 22 years, and live in the London area, would like to receive a generous salary package in excess of £9,000 p.a. with 5 weeks annual holiday and BUPA medical cover, then ring Alison Cosburn on 01-630 1333 ext 375 Monday-Friday 9.30am-5.00pm.

FOR RENTOKU

NESE JOURNALISTS

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

PA TO DIRECTOR

A major international financial services organisation is seeking a professional PA Secretary of the highest calibre to work for a Main Board Director based in their London Headquarters. He is a gentleman with impeccable standards, who inspires perfection and has a fine sense of humour.

In order to match his exacting standards you will be an accomplished PA Secretary with immaculate presentation, capable of handling at Board level and have the experience to be able to deputise for the Chairman's Secretary. Your skills will be complemented by a calm and professional demeanour and the presence to be at ease when dealing with the social elite.

Age Indicator:
28-40
Skills: 100/80

Please
Telephone
01-439 6477

CITY
CULTURE
£16,000
plus bonus

MacBlair Nash
City
Recruitment
Consultants

JUNIOR
SECRETARY
c.£8,500

Selfridges
THERE'S NO PLACE LIKE IT.

This is an excellent opportunity for a college-trained Secretary with a year's work behind them, to join top-level experience working in our Managing Director's office. As well as handling correspondence, general administration and a range of interesting projects, you will have a wide range of VFP's, dealing with customer enquiries, and have numerous contacts with other departments in the Store.

Age: 19-21, with excellent shorthand and typing skills, you will be smart and adaptable, careful and self-motivated. Experience and interest in using processing equipment will be an asset. The job is fun but hard work. Selfridges offers valuable benefits including subsidised meals, an after-school morning, afternoon shopping discounts. There is an active social scene and good prospects for career development.

To apply, please send full details of your education and experience to: Recruitment Manager, Personnel Manager, Selfridges Limited, 400 Oxford Street, London W1A 1AB.

GEMS
£10,000 and bonus

The world of international jewellery is both demanding and prestigious. Our client, based in SW6, needs a PA who would enjoy the stimulus of this glittering environment. As well as speeds of 80/50 WPM, you should possess discretion, tact and a calm manner. Age mid 20's.

GRADUATE
APPOINTMENTS
7 PRINCES STREET, W1. 01-629 7262

HOT GOSSIP
c.£11,000

The Editor of this glossy, consumer magazine requires a Secretary to cope with the pressure of a fast-moving editorial department. The combination of a sharp mind and impeccable secretarial skills are essential for this exciting prestige position.

GRADUATE
APPOINTMENTS
7 PRINCES STREET, W1. 01-629 7262

LBC NEWS
RADIOPA/ADMINISTRATOR
TO MANAGING DIRECTOR
c. £12,500

Experienced PA required for Managing Director of London's Independent Radio news and information station, LBC; this job also carries responsibility for personnel functions within the Company. Ideal candidates will already have experience at Director level with a personnel and admin. background. Excellent secretarial skills, including WPM experience, essential - will cross-train to Multimedia Advantage and Database III+. 5 weeks holiday, contributory pension scheme, profit sharing scheme.

Full cv's by 31st July to:

Mary Lanning,
LBC News Radio,
Communications House,
Gough Square,
London EC4P 4LP.

No telephone calls. No agencies.

Personal & Private Secretary
to The Chairman
Knightsbridge

Due to the impending retirement of our Chairman's present Secretary, her successor is now being sought.

We are one of Europe's largest food manufacturers and the position is based in our Group Headquarters in Knightsbridge.

Applications will be welcomed from mature and experienced secretaries, who can demonstrate, through their cv's, and subsequently at interview, their ability to accept responsibility, use their own initiative, and discreetly handle highly confidential and sensitive information.

Naturally, competitive terms and conditions of employment will be offered for this most important position. Please forward personal, professional and salary details, in confidence, to:

Mrs J. L. Standfield, Group Personnel Executive,
Weston Centre, Bowater House,
68 Knightsbridge, London SW1X 7LR

Advertising and PR

Personal Assistant
to the Managing Director
of the Advertising Dept.
Required immediately by one
of London's leading advertising and PR agencies.
The work is fast and exciting and situated
in superb friendly offices in the City.
Short-hand is required.
WP experience useful but not essential.
Starting salary £9,500

International Banking

Executive Secretary
to the General Manager
Required by an international bank
near Tottenham Court Road.
This is an important full year contract
starting at the beginning of September.
As the salary suggests
it requires the accomplished skills of
an experienced secretary who operates confidently
at management level.
Display/Write 3 training is available if necessary.
Salary to £15,000

ANTHONY
COOK
BUREAU

and Krycia Mirajay
on 01-248-3404 now

SECRETARY/P.A. TO
MANAGING DIRECTOR

of RIBA Services Ltd., a wholly owned
subsidiary company of the Royal Institute
of British Architects, which provides a range
of services to architects and the
construction industry (information services,
publishing, conferences, exhibitions,
employment and library services, and
more).

Life is fairly hectic, we're a small but
expanding company (54 London staff) and
the M.D. has to wear lots of hats.

If you're over 26 with excellent secretarial
(word processing and audio) skills, a good
telephone manner and can work on your
own initiative in an informal environment,
we can offer a good salary (£11,000+
depending on age and experience) and
benefits. The company plans to move to
larger offices near the Angel station,
Islington, at the end of the year.

Contact John Ward, RIBA Services Ltd., 66
Portland Place, London W1N 4AD;
telephone 01-637 8991 ext. 4502.

Experienced
Receptionist

to £11,000
+ overtime

Are you seeking a role that combines your first-class
communication/presentation skills with your
organisational ability?

We offer total responsibility for our busy, prestigious
reception area which has recently been refurbished
to the highest standards. You will be expected to liaise
with senior executives and suppliers, handle bookings
and maintain records.

If you feel you match our high requirements, please
send a detailed curriculum vitae (enclosing daytime
telephone number and recent photograph) to:

Mrs M. Henneggy,
Recruiting Officer,
Arthur Andersen & Co.,
1 Surrey Street,
London WC2R 3PS.

PA/SECRETARY

West End Oil Exploration Company
requires experienced PA/Secretary.
Knowledge of French an advantage.
Salary and conditions negotiable.

Please phone 01-499 2262
for further details.

CLASSICAL MUSICIANS
MANAGEMENT COMPANY

requires bright, enthusiastic Secretary with
short-hand & typing (100/60), £8,500 + benefits
Apply with full CV to
Personnel Manager
12 Penzance Place, London W11 4PA

Client Support £14,500

Executive search rarely offers a P.A. the
opportunity to handle this level of
involvement with top quality
assignments.
Keeping control of day to day
operations, you will be responsible for
administration and research, as well as
client liaison and the arrangement of
presentations. This is a 1 to 1 position
for a director level P.A. with graduate or
A level background. Age: 25-35 Skills:
90/60 + audio.

Personnel £12,000

+ Banking Benefits
Your personnel experience will carry
your career to the next stage in this
growing young department. Working at
Assistant level your secretarial
involvement will be kept to a minimum -
your main responsibilities being
administrative.

You will need excellent organisational
skills, a bright flexible
personality together
with an ability to
maintain a cool head
within a highly
pressurised and
changing environment.
Banking experience
preferred.
Age: 22-30 Skills: 90/60

RECRUITMENT 5 GARRICK STREET
COVENT GARDEN
COMPANY TEL: 01-831 1220

Secretary to
Senior Director

We are currently looking for a confident and
well-organised secretary to support one of our
Senior Directors who is responsible for a
diverse number of areas within CBS including
Audio Visual Manufacturing & Distribution;
Special Products; Personnel & Administration
and our Recording Studios.

You should be aged 21-30 with good s/h and
typing skills and some experience of word-
processing. Cross training will be given on the
IBM System 36.

CBS is one of the leading record companies in
the UK and is able to offer an informal but
fascinating environment in which to work. The
salary will be £10,000 per annum, however
this would be reviewed in November and in
addition we are able to provide an excellent
benefits package.

Please write with CV to:
Maureen Heneghen, Personnel Dept.,
CBS Records, 17/19 Soho Square,
London W1V 6HE.

CBS

SPLASH OUT

in the company swimming pool
COLLEGE LEAVERS
PACKAGE (18-23) to £11,000+
SECOND JOBBERS
PACKAGE (19-25) to £12,000+

A prestigious secretarial position in the City needs
Junior Secretaries with 'O' Level or 'A' Level WPM skills, 54
WPM typing 50+. The ideal candidate for positions in Personnel
& Corporate Finance will be well-spoken,
well-presented, and have an outgoing personality. One of the
best benefits packages in the City awaits you, so apply now. You
may end up in the company swimming pool rather than the
typing pool!

ADMIN SEC/PA to £12,000
Assist the company secretary of the multinational bank with
personnel benefits admin. 'O' Level 'A' Level preferred, 54
WPM typing 50+ (may consider applicant without SH, if
experience is excellent). The ideal candidate will have an
outgoing personality, be well-presented and well-spoken.

WP SECRETARIES (NO SH)
WP SECRETARIES package to £12,000+
Second senior City financial institution need experienced WP
Operator without shorthand and with 'mystery' shorthand.
Good speech and good presentation essential.

Kiernan O'Rourke
01-588 7287
Bell Court House, 11 Blomfield St, London EC2

TEMPORARY CONTROLLER
c.£17,000 aae

We are looking for a Consultant to join our
small friendly and successful team. We
need someone professional and ambitious
with at least one years experience in a
similar position. You will be taking control
of the Temporary Section and also be
responsible for client liaison. If you believe
you are the right person call Sue Beck on
584 6242 (day) or 878 4827 (eves)

RECRUITMENT ASSISTANT
c.£10,000 aae

An enterprising young administrator is
needed for our lively, Knightsbridge
based Consultancy. We are a small,
friendly team and would love to hear
from you if you have good typing and
organising ability, excellent personal
presentation and a warm telephone
manner. Great scope for someone who
is keen to learn and develop a career.

RECRUITMENT
01-584 6242

Susan Beck

Senior Secretary

Post Office Headquarters,
London SW1

Applications are invited for a Senior Personal
Secretary to work to a Board Member at Post
Office Headquarters. Must be confident, able to
accept a high degree of personal responsibility
and be capable of using initiative. A high level of
efficiency, tact and courtesy will be required even
when working under pressure in this busy office.

Applicants must be aged at least 18 (but under
58), have 40 wpm typing, good audio skills and
have WP experience.

The Post Office offers a salary in the range of
£7,412-£10,303 rising to £10,850 with further
experience plus £1,460 London Allowance,
subsidised canteen, contributory pension scheme.
A season ticket loan may also be available after
6 months service.

If you are qualified and have the relevant
experience, please write for an application form
to Mrs G Absalom, PMDL, Room 154, Armour
House, St Martins le Grand, LONDON EC1A 1AR.

Closing date for applications is 3rd August 1987.

The Post Office is an equal opportunities
employer.

The Post Office

Hoggett Bowers

Executive Search and Selection Consultants

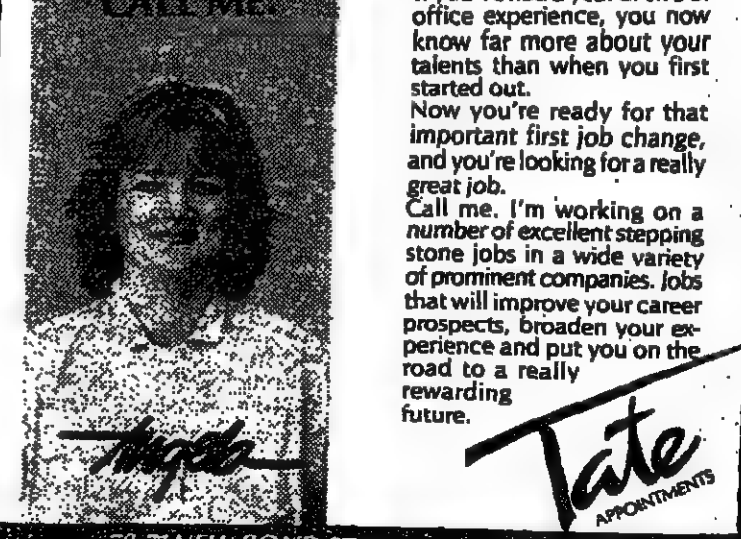
BIRMINGHAM, BRISTOL, CAMBURY, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, NOTTINGHAM, SHEFFIELD and WARREN

PA/Secretary

West End To £10,500

Hoggett Bowers Plc is one of Britain's leading
management selection consultancies, with 14 regional
offices throughout the UK. Our West End office
requires a PA to provide secretarial, administrative
and marketing support for two consultants. You will
have a wide range of responsibilities in organising
and managing their activities, to include direct
contact with prominent clients and candidates alike.
Probably aged over 25, you will possess good
secretarial skills together with PC word processing
experience (preferably WANG), and must enjoy a
professional and sometimes high pressured
environment where efficiency, initiative and
responsibility are essential strengths, as are
personality and sense of humour.

In the first instance, applicants are invited to
telephone Graham Coulson on 01-734 6852.

FOR YOUR 'SPECIAL' SECOND JOB,
CALL ME!

70-71 NEW BOND STREET W1 01-408-0424

Tate

APPOINTMENTS

WORLDWIDE VIEW
To £13,000

Have you got what it takes to be a vital contributor at senior
level in this multinational?
A top level secretary/personal assistant is needed by a main
Board Director of this International PLC. Based in the
executive suite of their SW1 headquarters your duties will
involve senior level liaison with the City, the press and
internally, complex diary and travel arrangements, organisation
of and attendance at meetings plus full secretarial support.
Sound skills of Audio/80 SH/60 typing/WP + confidence,
discretion and good presentation essential. City experience
useful. Age 30-45. Please call 434 4512.

Crone Corkill

RECRUITMENT CONSULTANTS

EPSON-SORTS
WANTED

£20000+ plus
Benefits
Able secretary with good
S/H & W/P for Senior
manager at superb Epson
offices of major professional
firm

01-393 0901
DMS EMPLOYMENT
LIMITED

DMS

TRAVEL
TRAVELLER
TRY EPSON

To £2000 plus
benefits
Audio WP Secretary with
S/H for UK Computer
Manager of international
transport firm based in
Epsom. Suit good organizer
with interest in high tech.

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LORDLY
LOCALS LOVE
EPSON

Are you tired of carls
trucks, heat, dirt and wasted
time?

Try DMS for the Best
Local Jobs and
watch the quality of
your life improve

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DMS EMPLOYMENT
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DMS

TOYOTA (GB) LTD
SECRETARY/PA
to Deputy Managing Director
c. £9,500

We are a leading importer of quality
vehicles and a member of the Inchcape
Group of Companies.

We are looking for a person with
excellent shorthand/secretarial skills and
a good organisational ability to work for
our Deputy M.D. in a pressurised
environment.

Applicants who will already have
experience at Director level, should be
articulate, confident and discreet and be
able to deal with people at all levels in a
pleasant and diplomatic manner.

Hours 9-5.30 Monday to Friday, benefits
include 5 weeks holiday, BUPA, pension
scheme and attractive car lease and
purchase schemes.

Please apply to Maureen Cross, Toyota
(GB) Ltd, The Quadrangle, Redhill, Surrey,
RH1 1PX. Tel: Redhill (0737) 768585.

P.A. - TRAVEL
£12,000 +

75% discount on airfares
Well groomed, executive
secretary, with excellent
social skills required to
work for Chairman of
business/incentive travel
company which also
deals with sporting
events eg.
Hertley, Sandingham.
837-3822
Select Appis. PLC (App)

NON-SECRETARIAL

STRONG but not afraid Temp
controller with a positive atti-
tude, enthusiastic and resource-
ful for City offices of very suc-
cessful WP consultancy. £15-
£20,000+. Call 332 0000. Day
or evening on 377-2666

STEPPING STONES

RECRUITMENT for immediate or
short term in Knightsbridge. Good
telephone manner and some
office experience. All training
given. English and Maths 'O'
level or above. £6,000+. Day
or evening on 377-2666

مكتبة النور

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

INVESTMENT
£13,500
An urgent role awaits the PA who...
CITY: 01 481 2345
WEST END: 01 408 2264
abbatt

BANK ON IT!
£10,000 + Mort
Enter the money market...
CITY: 01 481 2345
WEST END: 01 408 2264
abbatt

PROFESSIONAL PA
£11,000
An urgent role awaits the PA who...
CITY: 01 481 2345
WEST END: 01 408 2264
abbatt

BUILD A FUTURE
£9,000
Our client, a City based Finance Co...
CITY: 01 481 2345
WEST END: 01 408 2264
abbatt

LEGAL EAGLE
£12,000
One of the partners in this very...
CITY: 01 481 2345
WEST END: 01 408 2264
abbatt

TOP SPOT
£10,800
Take pride in your skills...
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WEST END: 01 408 2264
abbatt

5 ★ LUXURY
£9,000
A luxury estate in the heart of...
CITY: 01 481 2345
WEST END: 01 408 2264
abbatt

QUALITY
£11,000
A fantastic chance to be a top PA...
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WEST END: 01 408 2264
abbatt

PROPERTY
£9,500
An experienced PA is sought...
CITY: 01 481 2345
WEST END: 01 408 2264
abbatt

TRAVEL
£9,000+
A superb opportunity for a PA...
CITY: 01 481 2345
WEST END: 01 408 2264
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We are understandably proud of our reputation as a rapidly expanding health insurer. Over a million people enjoy the flexibility of our schemes and know the high quality of service we provide.

We are currently looking for high calibre secretarial staff in our London office in Tavistock Square.

SECRETARY TO THE PUBLIC RELATIONS MANAGER

A competent Secretary is required to join our busy Public Relations team. In addition to excellent typing skills applicants should have proven administrative and communication experience.

OPPORTUNITIES IN HEALTH INSURANCE

£8,000 - £9,000
+ benefits package

PP

SECRETARIES FOR THE CORPORATE SALES DIVISION

Sales Secretaries are required to provide administrative back-up to our Group Consultants based at our London Branch office. This is a pressurised job, calling for sound secretarial skills and ideally, experience in a sales environment where initiative and communication have been key elements of the job.

RECEPTIONIST

We are looking for an experienced Telephone Receptionist to look after our London reception area. The successful candidate will be required to provide a high standard of service to subscribers, senior management and visitors and must be able to communicate effectively at all levels.

An excellent benefits package includes free private health insurance, luncheon vouchers and an interest free season ticket loan. Please contact Jennifer Thornberry, Office Manager, on 01-388 2468 for further details and an application form.

PASSPORT TO SUCCESS

£750 ph

Travel first class as one of our temps!

When you join our temporary team you will be one of the best temps in London. Our reputation, established over 10 years, ensures a warm and appreciative welcome from our clients, while our Temporary Controllers take great care to give you the right assignment.

Clients have great expectations of you and so do we. In return we pay excellent hourly rates, a 'no-strings' holiday bonus, and offer free WP cross training.

Ring us now and join the team if you have speeds of 100-60, WP skills and two years' Director level experience in London, or a comparable capital city.

Travel with us - you know you'll be going somewhere worthwhile. 434 4512.

Crone Corkill
RECRUITMENT CONSULTANTS

Next Step - Advertising?

£10,500

Looking to make that important first job change? Thought about advertising? It's hard work, hectic and demanding. It's also exciting, involving and fast-moving.

Currently we are recruiting for the International Business Director of a leading London agency. This is a real PA role, demanding excellent organisational skills and a strong outgoing personality.

You will need a minimum of 1 year's work experience, confident skills (100/55) and a self-assured, enthusiastic approach. Benefits include 10% profit share and free lunch.

Age 21-35. Call today on 01-400 1232.

WORK STORIES

JOBS YOU'D DIE FOR

Exaggeration? Maybe. But the jobs that Amanda has going demand dedication and a cool head.

You'll be in the West End, in the fast lane world of fashion, advertising or the media.

So, if you're looking for responsibility and a job you'll love, call Amanda today.

She won't ask you to die right away. She'll probably just suggest you come down to Covent Garden for a chat.

Amanda Barrington
01 579 9007
She's busy, because you are.

FIRST AMONG EQUALS

That's what we are, and that's what you could be too.

As one of London's leading temporary agencies for top level secretaries we can offer you a wide range of senior assignments.

We pay the full market rate and, in addition, offer a non contributory holiday pay scheme and free word processor cross training.

If you are a competent Secretary who wants to stay ahead of the rest, telephone 01-439 0601.

Carrington House, 130 Regent Street, LONDON W1 Tel: 01-439 0601
(Entrance in Regent Place above Iberia Airways)

MacBlain NASH
Temporary Secretaries

INTERIOR DESIGN

c. to £11,000

This exclusive int. design co based in W1 is looking for an administrator with bookkeeping experience. Your duties will be extensive, including dealing with day to day problems, lots of client liaison, helping with customers, updating fabrics and generally being the lynch-pin of the office. Bookkeeping exp. essential along with accurate typing. If you are well spoken, have lots of initiative, are flexible and aged between 21-28 please call.

437 6037

HOBSTONES
RECRUITMENT CONSULTANTS

SECRETARY/PA

Salary Scale £8,570 - £10,790pa TAX FREE

The International Oil Pollution Compensation Fund, closely linked to the International Maritime Organisation of the United Nations, situated in SE1, is looking for a Secretary/PA for its Legal Office.

The position will be filled as from 15th September, 1987, or earlier. It calls for a high standard of typing in both English and French. Both shorthand and audio work are involved. Experience in the use of IBM Displaywriter would be an advantage, but training will be given if necessary. Complete proficiency in English is required. As the Organisation has English and French as official languages, a good command of the French language is also required. The post demands the ability to work under pressure.

Applicants - preferably under 30 - will need to have good secretarial experience and must be willing to assume responsibility and become involved in all aspects of the Organisation's work, including claims and statistics.

The salary is set out of UK income tax, with considerable benefits including weekly annual leave. The actual salary offered will depend on age and experience.

NB: Some candidates who replied to an earlier advertisement in The Times on 18th June, 1987 will also be considered.

Please apply in writing with CV by 7th August to: THE INTERNATIONAL OIL POLLUTION COMPENSATION FUND, 4 Albert Embankment, SE1 2SR.

PERSONNEL

£14,000

As a young banking secretary you may feel inspired by new ideas and challenges. We are looking for a person who will contribute to a more interesting job.

Such an opportunity exists in a young, informal and rapidly growing international bank in the West End, offering for a very personable Director who is prepared to spend what is necessary on good secretarial skills, imagination, an understanding of the bank's business and some banking experience are the keys to this moving position.

Starts 30/09/87 Age 22-35

CITY OFFICE
020 6258

ANGELA MORTIMER

SECRETARIES

Something in the City?

At Merrill Lynch, one of the City's leading merchant banks, we have built a reputation for providing a range of financial services that are difficult to match.

Right now we have vacancies for both PA Secretaries and Administrative Secretaries with a minimum of one/two years experience. We are looking for self-motivated, enthusiastic people who are keen to become thoroughly involved, who take their responsibilities seriously and who are looking for a real career.

Excellent secretarial skills are required with shorthand/typing speeds of 100/60 wpm and thorough knowledge of WP (IBM DisplayWrite 3 preferred). You should be able to demonstrate your good organisational ability and excellent communications skills and have a smart, professional appearance. Salaries are competitive, depending on age and experience.

Please write with brief career details, including your current salary level and day telephone no. (if possible) to Karen Leach at Merrill Lynch Europe Ltd., 3 Newgate Street, London EC1.

Merrill Lynch
A breed apart.

COULD YOU CONTROL THIS TEAM?

Package £14,000+

The Director of Money Markets in this leading Bank needs a personal assistant to help him run the dealing room. Responsibilities include arranging various meetings, organising travel and appointments for the dealers, normal secretarial duties and as much day to day administration as you can handle. City experience in a similar environment preferred in exchange for superb offices and excellent benefits including mortgage subsidy. This is a demanding role for a person with lots of energy and a bossy personality! Please ring 588 3535

TM

TRADING

£15,000

Our client, an American investment bank is looking for a PA/Secretary to work for a high powered team of traders. The work will involve organising client entertainment and business lunches as well as their secretarial back-up. You need to be well presented, well spoken and quick thinking as the work will be pressurised. There will be lots of client contact. A level education preferable. Speeds 100/60. Age c.24

PERSONNEL W/END

£22,000

We are looking for a Personnel Officer for one of our large international clients. You would be responsible for recruiting all levels of secretarial and administrative staff from job assessment right through to appointments. You need to have previous recruiting experience in a large company, be professional in outlook and presentation and be able to get on with people at all levels. A level education essential. Age c.28

Please call us for an interview until 30pm

STAFFPLAN LIMITED

ADMIN/SEC

£12,000

Opportunity for socially aware PA to work for well-known international company, attending and organising events such as exhibitions, AGMs and the like. Arranging travel, composing own correspondence, liaising with clients and maintaining records essential.

Phone Claire Johnson on 258 0087

COLLEGE LEAVERS

£7,500+

Outstanding opportunities await bright college leavers keen to enter the fast, exciting world of the City. Most of our secretarial roles are varied and can offer you, not only a good basic salary but also an excellent financial package and good career prospects. If you have sound secret skills, either shorthand or accurate typing, then contact us now for that correct move.

01-588 6674

PA - NO SHORTHAND

£11,000
(Review September)

Join this leading international company and assist this charming young Partner who is keen to develop and involve you in all aspects of his work, for 50% admin. is guaranteed. Benefits and career prospects are excellent. Age 22 plus and accurate audio skills are essential.

01-588 6674

DIRECTOR'S SECRETARY

£8,892

KNIGHTSBRIDGE

The Sheraton Park Tower is one of London's finest 5 star hotels. Our clientele is truly international and includes many world famous personalities which is why our Public Relations department is always kept on its toes and ready for the unexpected.

Working for the PR Director, you will play a vital role in ensuring the smooth running of her office, so initiative and the ability to keep calm in a crisis is essential.

Ideally you should be over 20, have a minimum of 100 wpm shorthand and 50+ typing, and have had previous experience.

★ 4 WEEKS HOLIDAY
★ 5 DAY WEEK
★ FREE MEALS ON DUTY

In the first instance please write with full personal and career details to Mrs M. Thomas, Personnel Manager, The Sheraton Park Tower, 101 Knightsbridge, London SW1X 7RN.

BRITISH POSTGRADUATE MEDICAL FEDERATION

A CO-ORDINATOR FOR GENERAL PRACTICE EDUCATION
(THAMES REGIONS)

Applications are invited for this appointment in the Central Office of the Federation. Applicants should have good organisational and administrative skills, an ability to deal with senior personnel and the aptitude to assimilate policy and apply it to dealing with Postgraduate courses for GPs throughout the 4 Thames Regions. They should have good typing experience and a knowledge of word processing is desirable. A National Health Service background could be useful. Initial salary within scale £8,942-£10,357 Inc. London allowance.

Applications to GP Department, Central Office, BPFM, 33, Millman Street, London, WC1N 3EL.

Crone Corkill
RECRUITMENT CONSULTANTS

In the City

This young, growing company, part of a successful, long established banking group, seeks a PA/Admin Secretary to the Admin Director and Personnel Manager. As a vital member of a team committed to expanding the company and developing its image you will have every opportunity to develop your own areas of responsibility and increase the admin content of your job. As well as sound secretarial skills (90/60) you must be an excellent organiser with the potential for career development. The company puts its emphasis on youth - however, the ideal applicant will have the maturity to define their own role and handle highly confidential information. Age 23-25. Basic salary £11-12,000 plus benefits inc. generous bonuses and mort. sub. - package in excess of £15,000.

FINESSE
APPOINTMENTS
01-499 3531/3551

PA/ MKTG ASST

£14,000

Reporting to Chief Exec of an ID GP for safety reasons. Unique opportunity for a highly motivated PA (MKTG and Admin) for future expansion. The role involves day to day PA duties and also managing projects.

Starts 01/08/87. Please call 01-481 4481.

SECRETARY

for small fashion company, W1, 22/25. Shorthand and good education essential. Salary £8,500 by neg. Free lunches and medical insurance.

Phone Sonia Jones 631-4035.

MARKETING

£10,500 + Mortgage

We are on the lookout for a young secretary to work in the new marketing department of a merchant bank. Your job will be to provide a fast and reliable secretarial back-up and there will be room for progression as projects get under way. If you are willing to use your skills (some SH/Audio/Copy/WP) for as long as it takes and can bring an adaptable and committed attitude to the department, please call 588 3535.

Crone Corkill
RECRUITMENT CONSULTANTS

LANGUAGE RECRUITMENT SERVICES LTD

GERMAN We have a number of vacancies for junior & senior bilingual secretaries in a variety of Co's including records, marketing, publicity, travel & banking. £8,500-£12,000

FRENCH Bilingual secretary (5H) to GM of major French Co, W. London. £11,000

PORTUGUESE Trilingual sec to MD of City bank. £11,000 + excellent perf.

SPANISH Bilingual sec (5H) for Latin American Div of Int. Drinks Co. £9,000.

For these and many more, call Helen O'Shea/Kerry Perkins on 387-7022 (8H 7pm) or CV to: URS, Stride House, 46-48 Cornhill St, W1R1.

PA/SECRETARY TO EXECUTIVE DIRECTOR

The Management Consultancies Association requires a well organised, intelligent and versatile assistant for its energetic Director. A good communicator with reliable secretarial and administrative skills essential. Salary negotiable £10,000.

01 235 8897.

Planning Ahead

£12,000

Our client is exceptional: a young, dynamic, creative thinker who leads the strategic planning function for one of the UK's top business consultancies. His need is for a PA of complementary qualities: superb organising skills, initiative, fluency of thought and action. His life includes VIP meetings, seminars, training etc. In addition to co-ordinating these you will deal with office admin and supervision of staff. Senior level experience, sound skills (90/60) and a professional approach requested. Age 25-35. Please telephone 01-495 537.

GORDON-YATES
Recruitment Consultants

SECRETARY

£8848

The BMA is the professional association for doctors and offers a wide range of services to its members.

We need a secretary to provide secretarial support to the Assistant Secretary - Superannuation, and within the division, a specialist department advising the membership. Duties include audio-copy typing of committee documents and related correspondence, telephone work, arranging meetings etc.

Applicants should have 'O' level-CSE 1 in English and Maths with good typing skills, telephone manner and able to work as one of a team.

Please apply in writing to the Personnel Department, BMA, BMA House, Tavistock Square, London, WC1H 6AP.

THE NUFFIELD FOUNDATION

FULL TIME SECRETARY

Grants are made by the Foundation in the areas of science and medicine, social research and experiments, education, fellowship and awards for the Commonwealth.

The post involves a wide range of secretarial duties for both the Director and the Finance Officer. Responsibilities include preparing papers for Trustees meetings, drafting minutes and handling the follow up of the meetings.

Applicants aged 25+ should be experienced, have good secretarial skills, and be available to commence mid-October. Knowledge of a Wordstar WP would be an asset, or training would be given.

Competitive salary, benefits include 24 days annual holiday, subsidised lunches, contributory pension and season ticket loan.

Please apply in writing with C.V. to: The Director, 28 Bedford Square, London WC1B 3EG.

SECRETARY/PA TO MD

£10,000

Bright, intelligent person with unlimited potential but with a mind of their own, required to work with totally unmanageable Managing Director of an Incentive Travel Company. The work is demanding, often frustrating but challenging, varied and never dull. If you are the sort of person who can cope with all the above and really want to go places, write with full C.V. to:

Julia Wilkinson
Secretarial Studies Travel Ltd
c/o Smith East Associates
3 Chancery Studios
Berkley Grove
LONDON, NW1 1KY

CAREER MOVE AMBITIOUS PA

£14,000

Charming Director of small SW1 subsidiary SW1 based Exco needs a night time PA with a proven potential Good all level appointments, seeks a round shire, professional, young, well educated, career able and command of English (and a bit of French).

Our client, Director of a based financial services Co needs a night time PA with a proven potential Good all level appointments, seeks a round shire, professional, young, well educated, career able and command of English (and a bit of French).

01-730 5148 (Rec.Con.)

JAYGAR

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

EXECUTIVE RECRUITMENT £13,000 Join the challenging world of recruitment. As assistant to the MD you will get involved in the day to day running of this exciting business and benefit from excellent promotional prospects. If you are looking for growth and have good shorthand and typing skills. Call Jo Nicholson on 01-429 4031 Be seen with the right company	PUBLISHING PA £12,000 Assist the board of Directors with the day to day running of the company. You will be involved in the day to day running of the company. You will be involved in the day to day running of the company. Call Sharon Kay on 01-221 5072 Be seen with the right company	COSMETICS £12,000 Famous cosmetic company need a highly skilled PA to join their hectic sales department. Help conduct meetings, liaise with department stores and salesmen, and rise to the challenge and involvement this company demands. For those with excellent shorthand and typing skills. Call Mary Forster on 01-734 0911 Be seen with the right company	HI-TECH PA £10,000 Common sense, excellent communication ability, good sense of humour, superb typing, and flexible attitude are all prerequisites for this first class opportunity. This well-known electronics company need a PA to their Sales Manager. If you seek a challenging, varied and rewarding position. Call Sangeeta on 01-846 9787 Be seen with the right company	BI-LINGUAL FRENCH PA £15,000 East Finchley Travel in Europe Be the direct assistant to an entrepreneurial PA. Large with VPs worldwide. With fluent French and first class skills. Call Dawn Taylor on 01-623 1226 Be seen with the right company	QUEEN BEE IN COMMUNICATIONS £11,500 The household name offer a prestige PA opportunity to the MD. You will have secretarial support allowing you to concentrate on PA tasks. Your up-to-date skills will be for emergency use only! For a fabulous true PA role career and great perks! Call Shirley MacGowan on 01-623 1226 Be seen with the right company	RUN THE SHOW £12,000 As PA to the MD of this small yet successful chartered surveyors, initiative, drive and enthusiasm will be needed at all times. Your day will be busy and varied and you will need to keep your cool. If you are self-motivated and have good secretarial skills. Call Jo Nicholson on 01-429 4031 Be seen with the right company	TRADERS PA £11,000+ Lovely, dynamic, upmarket company need your initiative and happy disposition together with your shorthand skills to organise this team. Variety and scope are offered along with lots of excellent prospects. Transcribe material in the office and on trips abroad with your boss. No shorthand just typing and WP. Training given on P.C. Call Sue Lewis on 01-734 0911 Be seen with the right company	HAVE LANGUAGES - WILL TRAVEL Super international company requires secretary to Director. Liaise with customers worldwide and organise international meetings and conferences. Transcribe material in the office and on trips abroad with your boss. No shorthand just typing and WP. Training given on P.C. Call Mary Forster on 01-734 0911 Be seen with the right company	ADMINISTRATIVE ASSISTANT We are looking for an Administrative Assistant (preferred age 20's or 40's/early 50's) for the Registrar's Office of Royal College (Anglo-Japanese) Centre London. Duties will include the issuing of student passes, working parties, etc. (no money taken). Good secretarial skills, excellent shorthand, and a good knowledge of languages are essential. Salary is £10,000 p.a. with a 5% increase. Please send CV to: C.N. or telephone Mary's Executive Selection, 100 Baker Street, London W1. Tel: 01-481 4481.
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Senior Secretary/PA
First class professional secretary with excellent shorthand and typing skills required by 2 partners and their group.
Smart appearance and a pleasing manner and personality are essential qualities, with the ability to organise and the confidence to make a positive contribution within a busy environment.
Although there is no fixed age requirement, it is doubtful whether anyone under 30 will have the necessary experience at a senior level.
W P Operator
required in our Town Planning Department. Experience with CPT or Canon systems an advantage.
First rate salaries with four weeks holidays available for the successful applicants.
Please apply in writing with full c.v. to:
R B Hall, RIBA,
The Barton Willmore Partnership
Chartered Architects and
Town Planners,
6 Golden Square,
London W1R 4HN

PA TO MANAGING DIRECTOR LONDON SW1
Exciting challenge in on the ground floor helping to set up a new Project Management Consultancy. The successful applicant will be responsible to the Managing Director for the successful running of the administrative process within the office. Knowledge of word processing and computerised presentation as well as the normal audio/shorthand skills will be expected. The position requires a dynamic self-motivated person who will be able to demonstrate these qualities together with a versatile and flexible approach to help solve the early teething problems of a new business.
Excellent salary.
Please reply in strict confidence enclosing CV to: The Managing Director, Arnold Project Services, Box M86 The Times, Box Numbers Dept, 1 Virginia Street, London, E1 800

SECRETARY/PA
Reading c£9,000
executive search consultant establishing new business in Reading (already with heavy workload) urgently seeks well educated and intelligent secretary/PA, aged 25-35 to help set up office (near station), manage admin, secretarial work and some research. This is an outstanding opportunity.
Applications which will be treated in the strictest confidence please send to Box 382, Reading RG1 1NA.

JOIN OUR TEAM
If you enjoy working within a small friendly environment where the personal touch is considered of prime importance, then you are the temp for us.
Our bookings are varied and interesting and based in both the West End and the City. The rates are highly competitive and there is a choice of bookings available now so come in and meet us today.
Phone Carolyn Rodgers on 01 437 3103 for an immediate appointment.
JK Personnel
10 Golden Square
London W1
JK Personnel is part of the Part Three Careers Ltd Group

REED employment
LEGAL SEC. £11,500
WC1. To work for senior partner. Usual P.A. duties. Will cover all aspects of legal. Ref: 5600083. Contact Kingsway.
W.P. SEC. £10,500
W1. Management consultant needs exceptional speed skills. O'levels for demanding position. Excellent prospects. Age 21+. Ref: FHS282. Contact Regent Street.
S.H. SEC. £10,500
WC1. Working for two directors in large educational institute. Variety of duties. Ref: S3035. Contact Kingsway.
P.A. AUDIO SEC. £10,250
EC4. Large firm of chartered accountants. Varied duties. Excellent promotional prospects. Ref: S4009. Contact Kingsway.
S.H./P.A. £9,000+
W1. P.A. position for buying agent of large fashion house. Very high powered. Excellent perks, clothing allowance etc. Age 25+. Ref: JN414. Contact Regent Street.
MUSIC IND. £8,000
W1. Licensing officer with strong personality. A'levels and an interest in computers is required. Age 20+. Ref: LH417. Contact Regent Street.
REBENT STREET 01 439 0363
KINGSWAY 01 405 9542
Don't get into a rut. Get into Reed.

£16,500 + CAR PA + PERSONNEL
Head up the personnel function responsible for several hundred office and factory staff of a major plc in Feltham. You have retained enough secretarial skills to provide a back-up to 2 Directors and have mainstream personnel management experience. Age late 30's+.
City 377 8600
West End 439 7001

Sunset in Bali!
College Leaver - £7,500
Looking for a job with a difference? This company one of the most famous in the UK, specialises in luxury liners and world-wide cruises. They now seek a new member for their small, dedicated personnel team. This is an excellent first job, offering the opportunity to develop personnel skills in an exciting international environment. Superb large company benefits include travel discounts, bonuses and free lunch. Good shorthand and typing required. Age from 18+. For details please call 01-493 0713
MERRYWEATHER ADVERTISING & SELECTION

Join our well established and very busy temporary team.
We will take a special interest in you as we match your background and skills to assignments with the very best companies in London.
Our benefits include:
★ High weekly rates
★ A loyalty bonus
★ Free WP training and x-training
So if you would like to temp immediately or are thinking of doing so this summer, please telephone Margaret on 01-240 3551.
Elizabeth Hunt
Recruitment Consultants
2 Bow Lane London EC4

Breathtaking Design
£10,000
Young, outgoing and full of creative energy? This small company offers a real outlet. Their business is high-class interior design—from prestige City projects to restoration of medieval castles. As PA to Senior Partner you will form part of a small, highly dynamic administration team—following things through from start to finish. Good skills (90/50) are essential along with at least one year's work experience. Age 21-26. Please call 01-493 0713.
MERRYWEATHER ADVERTISING & SELECTION

ADMINISTRATOR
Applicants with proven secretarial and administrative abilities are sought for our position of Office Administrator. Candidates should be numerate and be conversant with, or willing to learn, WP and the use of IBM PC computer.
A high degree of integrity and personal organisation are required to fulfil this exciting opportunity. To become a member of the Management team of an established expanding company, based in New Malden, near Kingston, Surrey.
Please phone Mrs Hersey 01 949 7813

LEGAL SECRETARY
TO £13,000 + INCL. BONUSES
For top quality legal audio secretary with conveyancing experience. Fast accurate skills including W.P. and ability to cope with pressure and responsibility. Small friendly firm situated in Knightsbridge.
Please telephone 235 1288
Ref: ES

UNIVERSITY OF LONDON SCHOOL EXAMINATIONS BOARD
Assistant to Head of Services
This interesting post would suit an experienced secretary who has had some previous commercial/purchasing experience. Besides managing the Head of Services office, other duties include purchasing/procurement, equipment and general supplies.
Applicants must possess excellent shorthand and typing skills, a good telephone manner and be able to mix with people.
Salary will be within the scale £9942 to £10,287 per annum (inclusive of London Allowance). Four weeks leave plus Public Holidays + 6 further days. Modern purpose built offices convenient for bus and tube.
For further information and an application form, please contact Miss J. Sauer, Assistant Personnel Officer, (SEB), Strand House, 22 Strand Square, London WC2R 2BN. Tel: 01-481 4481 ext. 4254. Closing date for receipt of applications: 5 August 1987.

Private PA
Hotels - £12,000
We are seeking a well educated, well presented and self-motivated person to run the UK office of an expanding French-based hotel group. Reporting directly to the Director responsible for UK development you will play a true PA Office Manager's role, assisting in every respect with the start up of UK operations. Liaison with the company's HQ in Paris is extensive and fluent French is therefore essential. No one is a professional, business-minded approach and senior level experience. Skills 100/60. Age 23-35. Please telephone 01-493 5787.

SECRETARY
£11,000 +
A major financial institution in the City requires an excellent secretary to work for one of its directors in the corporate finance department. The successful candidate must have a shorthand speed of 100wpm, and experience of Wang would be useful. Relevant financial experience is a must as is a mature outlook and an unflappable personality. Paid overtime and a 3% mortgage are just some of the benefits.
Please contact Dominique Green.
LONDON BRUSSELS HONGKONG SINGAPORE SYDNEY
Jonathan Wren
Recruitment Consultants
11 New Street, 1st Floor, London EC2M 4TT
Telephone: 01-481 4481. Fax: 01-481 3324.

MARKETING SEC £9,500ish
Huge hi-tech firm's Marketing Manager needs an organising talent familiar with sales environment. Deal with marketing. Organise exhibitions in often pressured position. Good communication and 80/50 wpm + WP. Subt rest.
Call SYLVIA LANG 01 494 9545

SEC/PERSONNEL
Assistant (10,500ish) Much more than secretarial, your role in this marketing environment is challenging and diverse. Great deal admin and staff interviewing so you'll be a confident communicator. Speeds 80/50 and will train on WP. 5 wks holidays. LVS. STL.02.
Call SUSAN BROWN 01 434 0583
Office Angels

LIVELY, BUT MATURE, PERSON
For hectic advertising market research company in Covent Garden.
Typing 80+. Good appearance and manner for daily 2 hours as relief receptionist. Word processing experience an advantage.
Hard work, longer than 9-5, but £10,000 salary - maybe more.
Please ring Rosemary Jones on 01-831 1604.

GORDON-YATES
Recruitment Consultants
RING 01-836 9272
AMBITIOUS?
£11,500
Do you enjoy client contact and can you deal effectively with queries? Do you possess good sh/copy and organisational skills? Can you remain calm whilst working to deadlines? If so, this Multi-National Group will offer you free lunches and flexitime in this involved position.
Please call Nikki Vernon Browne or Karen Devine.
KINGSWAY 1 Kingsway, London WC2
RECRUITMENT CONSULTANTS

Long Tall Glasses!
£9,000
Get the cool taste of summertime with this super young company. Refreshingly enthusiastic, they promote fine wines and champagne throughout Europe and now need a bright, outgoing personality to complement the team. Working closely with two dynamic young executives you will co-ordinate travel, market reports and the hubbub of daily business life. Excellent administrative skills, a real eye for detail and confident skills (inc WP) essential. Age 20+. Please call 01-493 0713.
MERRYWEATHER ADVERTISING & SELECTION

PA/SECRETARY/RESEARCH
c£9,500
Option Research Company needs PA/Secretary (21+) with 'A' level English and Maths. WP (Multimaster) skill, and office management initiative.
Off-the-job courses provided to give increasing research/option role. Ready to take on with us?
Your CV please by 10 August to:
Horrocks & Associates,
7 Canby Square, London SW3 6EX

PA/SECRETARY
West End Oil Exploration Company requires experienced PA/Secretary. Knowledge of French an advantage. Salary and conditions negotiable.
Please phone 01-499 2262 for further details.

EXECUTIVE ASSISTANT for Educational Charity
...working at the grass roots in a multicultural inner city area (London N1) is looking for an Executive Assistant/Secretary for its founder Director. The charity provides facilities for adult training (forwards skills) and produces imaginative educational films of historical and environmental interest. We are looking for a down to earth, mature person (aged 30-50) with sound administrative and keyboard skills, who puts interest, involvement and creativity before status, surroundings and creature comforts. Strong salary £9,500 p.a. Write with c.v. or telephone Managing Director, Messy's Executive Selection, 100 Baker Street, W1. 01-935 8694

THE FINISHING TOUCH
The Manageress of my small but expanding shop specialising in Italian fashion accessories, leather goods and gifts is leaving to get married. This is an out of the ordinary job which would suit a quick thinking, good all-rounder with an outgoing personality, smart appearance and administrative background. You should be calm under pressure, diplomatic with customers both in person and on the telephone, dependable, numerate and able to work with the minimum of supervision. You will be responsible for maintaining stock system and organising a small team in a hectic but informal environment. Average secretarial skills and as the location is Battersea, a car owner is preferred. The salary is negotiable around £10,000 but effort and ability will be quickly rewarded.
Please telephone 01 350 2219.

SENIOR SEC/PA TO FINANCIAL DIRECTOR
Negotiable from £10,500
A Financial Director of Tottenham Hotspur PLC, which is actively engaged in a diversification programme in the sports and leisure industry, seeks a senior sec/PA.
The successful candidate will need the experience and initiative commensurate with an aggressive expansion programme. Primary requirements are maturity, speed and accuracy in SH, typing and WP plus organisational skills and a good telephone manner.
This exciting position will offer the right candidate scope to develop in a fast-moving environment. Package includes BUPA and major company benefits. Luxurious offices.
Ring 0865 390472
Thursday 23rd July for London interview

INSURANCE ASSISTANT
£8,500 to £9,250
A leading international insurance company has a position for a young, intelligent and energetic person to join a friendly but busy team as assistant to two underwriters. Secretarial and numerical skills essential, languages and word processing abilities an advantage - training provided.
Please send CV and application to: Mrs G. Brillon, Thomas Miller & Co, International House, 25 Creechurch Lane, London EC3A 8BA.

SECRETARY Mayfair
We are a small, friendly firm of executive search consultants. We need an intelligent, experienced secretary who would enjoy working in a busy environment.
You should have a high standard of presentation, enjoy working as part of a team and have a sense of humour. IBM displaywriter experience would be useful but not essential.
Salary negotiable, plus free lunches and annual bonus. Ring Lesley Bishop on 01-493 1811 for details or write to her at Clive & Stokes, 4 Bolton Street, London W1Y 8JL

CITY LIVERY COMPANY
is looking to appoint a mature Administrative Assistant to work along side the Clerk of the Livery. Must be able to work autonomously be well organised, have good typing skills and excellent telephone manner. WP and book-keeping experience helpful.
A unique opportunity with an organisation steeped in the history of the City of London. Beautiful location on River in prestigious Livery Hall. 25 hrs/ wk flexitime.
P/a. address CV to: The Clerk, Group Capt. R. Smith, The Worshipful Company of Scientific Instrument Makers, 9 Montague Close, London SE1 9DD, quoting ref. JZ/T/87.

PERSONAL ASSISTANT
£11,750 NEG
KNIGHTSBRIDGE
Experienced, energetic Secretary/PA required to work for two Directors of rapidly expanding Financial Services Company in Knightsbridge. Good presentation, outgoing personality, excellent telephone manner and self motivation are all essential qualities for this highly rewarding role.
For further details phone:
Lee Shelley on 01 581 1322
(No agencies please)

UTTER LUXURY NO SHORTHAND
Enjoy the ultimate in luxury as a PA assisting with the running of many privately owned European properties of a wealthy Knightsbridge management company. Mainly liaison with interior designer and suppliers + some audio + word processing. Age 23+. £11,000.
City 377 8600
West End 439 7001

PA WITH FLUENT FRENCH
circa £12,000
Anglo-French consortium urgently requires a mature PA to work at executive level. Both your French and English shorthand, will be necessary as will your positive and highly professional attitude to a career.
This is a challenging position for someone who wants to use their language skills for over 30% of the time who likes variety and responsibility and who is able to communicate effectively at all levels.
Brian Stanley on 01 831 2200 (office hours) or 089 272 2902 (evenings)

RECEPTIONISTS
Required by leading UK quoted property group located near Baker Street Station.
Successful applicants should have impeccable presentation, excellent command of spoken English and the ability to liaise at all levels.
Duties involve welcoming visitors and operating a British Telecom 1-20 switchboard.
We offer, luxury offices, yearly bonus, 4 weeks holiday, season ticket loan and BUPA. Company pension and employee share scheme after qualifying period.
CV's to Box M86 The Times. Or telephone Mrs P J Collins on 01 496 4466

DIRECTOR'S SECRETARY
c£11,000
Small friendly property company in Victoria require an efficient and organised secretary for the Development Director and Development Surveyor with experience at a similar level. Skills 90/70, audio, W.P. Must be presented with the commitment to work as part of a team. Very varied work with lots of client contact.
If you have all the necessary qualifications please write with CV to: Miss J. Padon, English & Overseas Properties Ltd., 2 Grosvenor Gardens, London, SW1W 0DH.

LEGAL PA
We are a well established expanding firm of American lawyers located in prestigious Mayfair offices.
We require a legal PA of outstanding quality to work for one of the Partners, who specialises in the Banking and Financial sectors. You must be mature (middle 30's), sophisticated, well spoken, intelligent, unflappable and prepared to work long hours when the need arises in a demanding and aggressive environment. Benefits include BUPA, free lunches, annual season ticket loan, discretionary annual bonus and excellent working conditions.
A highly competitive salary is available to the right applicant. Please write enclosing CV to Personnel Manager, 5th Floor, Leconfield House, Curzon Street, London W1Y 7FL.

TEAM SECRETARY
West End Advertising Agency
A new West End based advertising agency needs a team secretary/executive assistant to take charge of three Directors and their working week.
The successful applicant will join a team of friendly, experienced professionals at perhaps the most exciting stage of the Company's development.
If you have impeccable secretarial and administrative skills, are lively and outgoing, enjoy meeting people and can cope cheerfully with the occasional "panic" situation then call Sue Minnaugh on 01-439 8985

REQUIRE A SECRETARY
(early - mid 20's), eager to be involved with Architects/Financial Consultants. Admin. Tel. Olivetti P.C. or S.H.
Please phone Arnette Montague on 030 4545 with a view to immediate interview.

PERSONAL SECRETARY
Salary to £10,000 p.a. c. 6 weeks leave p.a.
... for Principal of leading, independent College of further education (Central London)
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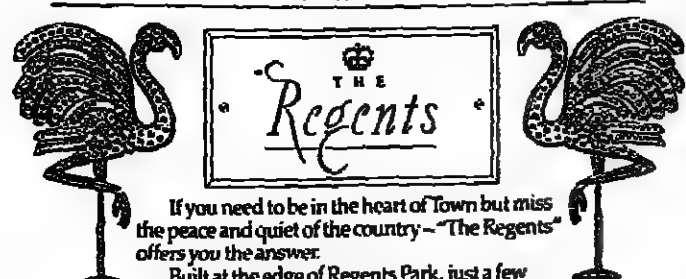
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RESIDENTIAL PROPERTY

How to sell that difficult house

By Christopher Warman
Property Correspondent

However difficult a house may be to sell, there is a buyer for it somewhere if only the two can be brought together. This was demonstrated recently with the sale of a derelict stone and slate period cottage in North Wales, overlooking the Menai Straits, without drainage or water.

The cottage was advertised with a £10,000 guide price by agents Carter Jones. There were seven tenders and the successful bid of more than £15,000 came from a local estate agent, who expects to pay £2,500 on professional advice and £30,000 on turning it into a three-bedroom cottage.

At the other end of the market there is a different problem - marketing new and modern houses. The only similarity is that they will both appeal to an individual buyer, and the task of the estate agent is to find him. Bluff House, Evening Hill, overlooking Poole Harbour, Dorset, is an impressive marine residence built about six years ago. It was designed as a split-level property, with the living rooms on the upper level to take full advantage of the view. It has three reception rooms, five bedrooms, a billiard room, balconies, a patio and a garage.

Paul Jackson, at Jackson & Jackson, of Lymington, describes it as a property occupying such an unusual situation that it is impossible to value. It is therefore to be auctioned tomorrow by the firm's Christchurch office, with a price guide of £350,000-£400,000.

The place to be, on the common

Wise property men are known to say the three most important aspects of a house are "position, position and position". The agents Brown & Merry quote this wisdom in recommending Brick Kiln Cottage at Berkhamsted, Hertfordshire.

The house is in 15½-acre grounds in the heart of Berkhamsted Common and near the National Trust estate at Ashridge. The area, designated as being of outstanding natural beauty, is a mixture of open farmland, mature beech trees and bracken-clad common land. Part of it - comprising Friarsden Beches and much of Ashridge Forest - has recently also been designated as a site of special scientific interest by the Nature Conservancy Council.

Brown & Merry say the house is set in a "truly enviable position over half a mile to the nearest human neighbour but shared with animal friends, such as deer, badgers and foxes among a wide spectrum of wildlife".

With this build-up a description of the house itself seems secondary. The house, once part of the Ashridge estate, is believed to date from the 17th century when it was two semi-detached cottages. It has had a later addition, and considerable alterations and modernizations were carried out in



Impossible to value and up for auction: Bluff House, overlooking Poole Harbour.

Arcthusa is a hexagonal house built 10 years ago, and designed to take advantage of its position on an old glacial moraine overlooking the Cerig Valley, near Llangollen. It has a 22 ft hexagonal drawing room, a dining room, four bedrooms, a conservatory, and gardens designed by Percy Thrower. If it appears uncompromisingly modern, it is no doubt a joy to live in - and someone somewhere will want it, at £80,000.

Eastleach Folly, a mile from the village of Hatherop, Gloucestershire, is part of the Hatherop estate, belonging to Sir Thomas Bazley, and was built in the early 1960s. It is carefully sited in the attractive Coln valley, is largely timber-clad and single-story, facing south over the Marlborough Downs, and is surrounded by 20 acres of woodland, paddocks and gardens.

Knight Frank & Rutley and Smith-Woolley are expecting interest from buyers who would wish to live in the property as it stands or from those who

might want to redesign it to suit their needs - a comment that surely indicates the dilemma facing the sellers of modern property. The house has flexible accommodation - roughly three to five reception rooms, eight to 12 bedrooms, a badminton hall, a billiard room and a swimming pool. Offers of more than £200,000 are invited.

Contemporary houses also seem to attract unusual names. Terwickdowns, at Rogate, Petersfield, Hampshire, is a spectacular country house, newly completed, in a woodland clearing and facing south with uninterrupted views to the South Downs. The design, based loosely on Japanese style, with a lot of glass for visibility, is by the award-winning Winchester architects Stevenson and Thomas. It has five to six bedrooms, a first-floor drawing room, and a second-floor sitting room or observatory among its reception rooms, and stands in about five acres. John D. Wood, of Winchester, is asking £425,000.

ON THE MARKET

1971, but more work is now needed. The elevations are a blend of differing roof pitches and mellow facing brick, and the house forms three sides of a Y-shaped courtyard. The main house has a hall, a dining room, a sitting room, a study, a kitchen-breakfast room and five bedrooms. The annexe has a hall, a bed-sitting room and a kitchen.

Brown & Merry's Wendover office is auctioning the property at the Bridgewater Arms, Little Gaddesden, tomorrow, with a guide price of £300,000.

Castle, a large country house with a coach house and stables in 15 acres, is on the site of the castle of King Mark of Cornwall, the Celtic chieftain on whom the Tristan and Isolde and King Arthur legends are based. Castle, built at Lostwithiel in about 1785, was extended in early Victorian times by the Foster family, who began the Cornish Penny Bank and were founder members of Barclays Bank. The house has arched ceiling windows, moulded cornices and oak-paneled ceilings, and comprises four main reception rooms, two kitchens, seven main bedrooms, four dressing rooms, four bathrooms, a playroom, attic rooms and offices. The grounds boast a trout lake. Humphreys' Exeter office wants around £275,000.

Offerton in the Peak District of Derbyshire, reputedly the birthplace of Robin Hood's lieutenant, Little John, comprises just three houses, all listed. One of them, the Grade II Offerton House, will be auctioned by Eadon Lockwood & Riddle, of Sheffield, next Tuesday. This Jacobean house set in four acres offers a reception hall, a study, a sitting room, a dining room, a farmhouse-style breakfast kitchen and four or five bedrooms. A special feature is its stone staircase. Guide price: £180,000.

Overseas Property, page 38

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Check out **AUTOS ARDIA**
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Full list of d

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Degree awards announced by the University of St Andrews

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